GENERAL

talks on

pull-out

Polish street death

Norway cuts hunt

Nimeiri re-elected

called on Christian Democrat Tom-

Nakasone breather

Jesuits sentenced

years in concentration camps be

foreign countries and subversion.

A black South African teacher was

hacked to death by youths at the

funeral near Durban of black com-

munity leader Harrison Dube, who

was shot last week. The teacher

Diplomatic mission

Former U.S. Secretaries of State

Henry Kissinger and Cyrus Vance

have been recruited to try to per-

suade Fifa, the world football feder-

ation, to change its decision to stage

the 1986 World Cup in Mexico and

canal to divert lava to safety from

erupting Mount Etna, Sicily.

to award it to the U.S.

Killing at funeral

Japanese Premier Yasuhiro Naka-

sone has apparently beaten off

marine. Page 2

News Agency.

summer.Page 3

details

Volkswagen's cycle of success and decline, Page 24

No. 29,063

Tuesday May 3 1983

inflation down

BY JONATHAN CARR IN BONN

West Germany is likely to have stronger economic growth and lower inflation this year than seemed possible even six months ago, according to the country's five leading economic research institutes.

terms for the third successive year.

argue that signs of a domestic eco-

nomic upswing are already visible – above all in the increased demand for capital goods. They calculate that fixed-asset investment will be

growing by 3 per cent in real terms in the second half of this year after 1 per cent in the first half.

They also expect that consumer

spending will gradually pick up dur-ing 1983. Despite stagnating real in-

comes, there are signs that people.

taking advantage of lower interest

rates, are digging into their savings

accounts or taking up new credit.

Despite the modest upturn, the

new report warns that unemploy-

Employers and unions in

UK urge world reflation

However, the institutes now

current-account surplus roughly to double this year to about DM 15bn (\$6.1bn).

The projections are not only more positive than those made by the same institutes last October, but also go beyond even the Government's forecasts, announced in Jan-

uary. The institutes (from Munich, Berim, Hamburg, Kiel and Essen) now believe the economy will grow in 1983 by 0.5 per cent in real terms (after allowing for inflation) - after contracting by 1.1 per cent in 1982.

They also think the inflation rate will be down to an average of only 3 per cent this year after 5.3 per cent in 1982, thanks not least to a relatively strong D-Mark, which helps to depress import prices.

Although a real economic growth ment will average about 2.35m or 10 vices. Increases in taxes and rate of 0.5 per cent does not look per cent of the labour force this security contributions should like much, both the institutes and year, touching a peak of about 2.8m ruled out, the institute says.

In their regular spring report, re-leased yesterday, the institutes also forecasting stagnation this year. with the Government's expecta-said they expected the country's The Organisation for Economic Co-The institutes also emphasise operation and Development is even expecting West Germany's gross national product to contract in real

that the economic upturn might be sbortlived unless the Governmen takes firm steps to support it. However, the economic experts differ on what those steps should be.

Four of the institutes urge further cuts in government spending -even to the extent of refusing aid for the hard-hit steel and shipbuild ing industries. They also demand a cut in the tax burden on companies - a step virtually certain to be announced by the Government this

The fifth institute, from Berlin gives a warning that excessive ef-forts to cut state spending may simply undermine the fledgling eco nomic upturn and increase the financial problems of the social ser vices. Increases in taxes and social security contributions should not be

Wall St slides 21.87 to close at 1204.33

By Our New York Staff

SHARE PRICES on Wall Street share PRICES on Wall Street fell sharply yesterday after clos-ing at an all-time bigb on Friday. By the close, the Dow Jones Industrial Average had shed 21.87 to 1,204.33, just above the 1,200 mark which was breached

only last Tuesday.

Declines led advances by two-to-one on the broader market, but volume was only moderate at 88.4m shares against the 105m traded nn Friday.

At 3 pm the average was 18.38 down at 1,207.82

Prices were already beginning to weaken when word came that investment strategists at Morgan Stanley, a leading investm bank, were urging clients to be considerably more cautious about fresh buying after the recent upsurge in share prices.

The firm said that the bull market in shares had "years and perhaps another thousand points

But it warned that share prices had surged ahead of the bond market in recent weeks, and that buying of secondary, speculative issues had been over-

Trading was active but not es-pecially beavy by recent stan-dards. Bond prices eased margi-

Wall Street report, Page 32; full prices, Pages 30-32; Other markets, Page 32

IMPORTS FROM ARABS 'WILL GROW'

Hoechst will buy ammonia from Kuwait

BY CARLA RAPOPORT IN FRANKFURT

HOECHST, one of the world's largest chemical companies, plans to begin bulk purchases of ammonia from Kuwait in the first of many deals planned between the West German company and its largest ingle shareholder.

Kuwait's state-owned oil group, Petroleum Industries of Kuwaii, holds slightly more than 24 per cent of Hoechst's shares, Last week, the German group said it planned to appoint a high-ranking Kuwait businessman to its supervisory board.

In the first public comment on

of Hoechst, said the ammonia purchases were likely to be the first of growing volume of raw-material sales by the Kuwaitis to Hoechst, Professor Sammet said that pur-chases of styrene monomer, used to make polystyrene and synthetic rubber, and liquid ethylene were under consideration.

The two groups also plan to rationalise their operations in countries where they both have chemi-cal facilities, such as Tunisla and Egypt. Further, they are considering the construction of new pmduc-tion facilities in the Middle and Far

"It is too early to say we expect these arrangements to improve our profits in 1983," Professor Sammet said. "but we are hopeful that the benefits will come through in 1984." Professor Sammet ruled out the

possibility of Hoechst's participating in a joint petrochemical venture with its new shareholder in Kuwait. However, he said the Kuwasus were likely to build an ethilene plant to meet Hoechst's needs in the next five to ten years.

Hoechst, the largest purchaser of ethylene ia Europe, has no internal capazity to produce the key petro-chemical that is the prime ingredient in plastics and solvents.

Hoechst currently spends about DM 1.5bn (\$610m) a year on ethylene, styrene and ammonia, which Kuwait's participation in Hoechst, is primarily used to make fertilis-Professor Rolf Sammet, chairman ers. Four ethylene plants in Europe ers. Four ethylene plants in Europe were specifically constructed fo Hoechst's needs, but contracts with those operators may be allowed to lapse if the Kuwaitis build ethilene capacity using their own feedstock.

"Our premier intenst is in how cheaply, we can buy, Professor Sammet said. Ammonia production started in Germany 70 years ago. Now, because of energy costs, we must see that it is too expensive to produce in Germany. I do not know if we will stop our own production, but we will not start any new capacity.

Hoechst is building a new terminal in Vlissingen, in the Netherlands, which should be capable of handling the ammonia imports fmm Kuwait by the end of the year.

Hoechst confident of upturn,

NEWS SUMMARY German institutes BUSINESS see growth up, Shultz in Tokyo

exchange continues

U.S. Secretary of State George • TOKYO Nikkei Dow index set a Sbultz held intensive discussions record for the lifth consecutive record for the fifth consecutive trading day, with a 22.03 rise to 8,784.39. Stock Exchange index went up 2.91 to a record 634.87. Rewith Israeli officials on details of Lebanon on the withdrawal of Isport, leading prices, other ex-changes, Page 32 He met Foreign Minister Yitzhak

Shamir end Defence Minister Moshe Arens. In the evening session the three were joined by Premier Meaahem Begin. Page 3 • WALL STREET: Dow Jones in dex closed 21.87 down at 1,204.33.

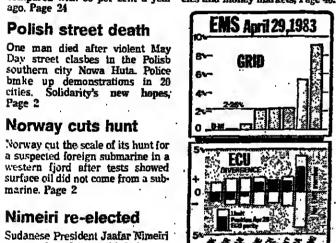
its surge

mier Meaahem Begus.

Israeli defence officials accused
the U.S. of backtracking on its promise to provide technology for Israel's 54bn Lavie warplane pmject,
Reuter reported from Tel Aviv.

BELGIUM: Nearly 90 per cent of
the private-sector work force is involved in work-sharing agreements, said Premier Wilfried Martens. Page 3

ed that 44 per ceat of Americans • DOLLAR rates closed in New backed President Ronald Reagen's York at: £1.5695, DM 2.4630, SwFr handling of the El Salvador issue 2011, FFr 7.3855, ¥237.95. Currencompared with 33 per cent a year cies and money markets, Page 40.



was r elected for a third six-year term, receiving 99.6 per cent of the votes, according to the Middle East • THE DUTCH GUILDER was a little firmer within the European Move against election Monetary System last week. That reflected further intervention by Italian President Sandro Pertini the Dutch central bank in its sup-

asso Morlino, the Senate leader, to canvass parties to see if an election Rates were also a little firmer in can be avoided after the collapse of West Germany as the Eundesbank Premier Amintore Fantani's coali-ticn Government on Friday. sponsored a rise in short-term rates, together with continued intervention in the foreign-exchange market to contain the D-Mark's weaker trend, notably against the

port and a firmer trend in domestic

dollar. The West German currency pressure to hold a snap election this mained the weakest member of the system, however, after the guilder, although both were still within

their divergence limits. The chart shows the two constraints an European Manetary System ex-change rates. The upper grid, based an the weakest currency in the sys-China has sentenced four elderly Jesuit priests, who had spent many an the weatest currency in the sys-rem, defines the cross rates from which na currency (except the lira) may mare more than 2% per cent. The lawer chart gives each curren-cy's divergence from its "central role" against the European Currenfore being rearrested in 1981, to between 15 and two end a half years ia jail on charges of collusion with cy Unit (ECU), itself a basket of Eu-

TELERATE, the U.S. financial information service valued at over \$900m when share trading opened last week, reported earnings in the carried a tape recorder and was half ended March 67 per cent up at suspected of being a security police-\$8.2m. Page 27

• THAI AIRWAYS International signed a \$89m order with Airbus In-dustrie for two A300-600 jets, dropping its plan to order from Boeing. said the Daily Bangkok World.

• MARKS AND SPENCER of the UK and J. C. Penney of the U.S. are to re-equip their retail store chains with new NCR computer equipment to speed operations. Page 9 • INTERNATIONAL Income

Property, a U.S. investment company, is to raise £12m (\$18.7m) through a London share offer. frish trawler missing since Friday was spotted off Ulster, out of fuel. Bulldnzers cut a path for huilding a

e ENI, the Italian state energy agency, announced a 1982 loss of L1,737bn (\$1,19hn). Page 27

· VOLKER STEVIN, Dutch con-Italian journnlist Ambrogio Fogar struction and dredging group, is halting work in Nigeria, claiming ended his 800 km North Pole walk the Government owes it Fl 280m (\$100.9m). Page 5

BY MAX WILKINSON, ECONOMICS CORRESPONDENT, IN LONDON

be urged by leaders of British in-dustry and trade unions at a meet-from sections of British's ruling. nomic Development Council national political leaders.
(NEDC), the consultative body In all the seven summit

Union Congress and of the Confed-

and elsewhere.

Both organisations are hoping to persuade the Thatcher Government in the run-up to the economic sum-mit meeting in Williamsburg. Vir-day, there is little chance that the ginia, at the end of the month.

gramme of economic expansion will which the CBI states the case - is ing tomorrow of the National Eco- Conservative Party and many inter-

(NEDC), the consultative body made up of both sides of industry and the Government.

Representatives of the Tandau France, the U.S., Japan, West Germany, France, the UK, Canada and Italy -Representatives of the Trades there is anxiety in case the recent signs of world recovery should end eration of British Industry will both in another false dawn, as bappened argue that a more expansionary last year. The possibility of some policy is essential to reverse the form of concerted action to boost rise of unemployment in Britain economic activity has been discussed at a high level in most of those countries.

However, as Sir Geoffrey Howe, to adopt a less restrictive position the UK Chancellor of the Exche-Government of Mrs Margaret The call for expansion - particu- Thatcher will relax its insistence

A CONCERTED international pro- larly the rather cautious way in that the fight against inflation must come first.

Deliberate expansion through in creased Government borrowing would, in Sir Geoffrey's view, help to refuel the fires of inflation and would therefore be self-defeating in the long run. In a four-page paper lines the need for international agreement to continue on the path of financial discipline.

However, in a detailed paper to tomorrow's NEDC meeting, the CBl argues that the recent dramatic lowering of inflation rates in the leading countries now gives finan-cial leaders some scope for a relaxation of their tight policies. The CBI may bave an eye on the

meeting of international finance Continued on Page 24 corresponding action by the Bun- trend and have been holding back had not shifted.

Dutch raise rates by 1 point

BY WALTER ELLIS IN AMSTERDAM

day raised its discount rate and other major interest rates by a full percentage point in a hid to move toto line with existing money market

The intention is to stabilise rates generally and thus to create a climate in which the downward movement that had prevailed until last month can resume.

The discount rate is now 4.5 per cent, the secured loan rate (equivalent to the West German Lombard rate) is 5.0 per cent and the promis-sory note rate 5.5 per cent.

These were the prevailing rates in January, but there were two de-

Dutch bank rates are normally of line with the D-Mark and the

several times now felt obliged to operate independently.

market have been creeping up in recent weeks, with 8.5 per ceot the current going rate. The Central said, was weak at present following Bank and Mr Ruud Lubbers, the recent realignment of curren-Prime Minister, have spoken repeatedly of the need for reduced rates,

THE DUTCH Central Bank yester deshank - in respective to the mar- from placements in the hope of encouraging improved terms.

The Central Bank yesterday also

adjusted in relation to movements announced that it would accept tenin West German rates. This year, ders this morning imm the comrate of 5.5 per cent. This is half a point above the "Lombard" rate and central bank in Amsterdam has is seen as the preferred upper limit for such transactions.

One banking analyst said yester Interest rates on the Dutch boad day that he thought the full percentage point rise in the bank rate a little excessive. The guilder, he cies within the European Monetary System, but the D-Mark was weakclines in March - once without hut investors have sensed a rising er still end German interest rates

Oxy's first-quarter profits drop sharply

OCCIDENTAL PETROLEUM, the gas sales and earnings were higher Los Angeles based oil company, in the latest quarter, reflecting the yesterday reported sharply lower contribution of Cities Service's donet earnings in the first quarter, mestic exploration and production reflecting the increased interest activities. Oil and gas sales inreflecting the increased interest activities. Oil and gas sales incharges resulting from the Cities creased from \$2.19bn to \$2.87bn while earnings increased from

Service acquisition last year. while earnings in The Company reported net earn-S49.2m to \$151.7m. ings from continued operations of \$25.9m and a \$8.6m loss from dis-continued Cities Service Company to net income of \$62.1m on sales of

After a \$108.4m provision for pre-ferred dividend requirements, Occidental reported a \$1.02 loss per share compared with earnings per share of 42 cents in 1982 when preferred dividend requirements to-tailed \$22.2m.

Occidental also said that its chemical operations returned to profitability baving reported a loss in the first quarter last year.

Occidental reported that oil and 800m net cubic feet of gas daily.

However, coal earnings fell because of severely reduced demand. Coal earnings of \$2.1m compared to refining and marketing operations.

552.7m in the same period last year
This resulted in a final net of
\$17.3m on sales of \$4.9bn, compared the sales of assets. the sales of assets. Reduced earnings in agri-

St.2bn in the first quarter last year.

After a \$108.4m provision for prebusiness operations were also reported mainly as a result of depressed fertiliser markets. These were partly offset by the gain on the sale of Zoecon Corporation. Occidental also said that its chemical operations returned to

further substantial funds can be ex- seeing the beginnings of a strong pected from the proposed sale, an- economic recovery in all our businounced last month, of the refining, nesses. The world crude oil prices marketing and transportation oper- are holding. With the Cities acquisi-ations of Cities Service to South- tion Occidental now produces apland Corporation and from other es proximately 400,000 net barrels a day of oil and gas liquids and over

Ford drops steel plant sale plan

By Richard Lambert in New York

negotiations, Ford Motors of the U.S. has abandoned plans to sell a controlling interest in its Rouge steel plant to a consortium of Japanese companies led by Nippon Ko-kan K.K. The sale, which would have led to the first major investment by Japan in the U.S. steel industry, apparently broke down over the issue of labour relations at the

In a letter to the 5,000 employees at the Rouge plant, Ford said it had become clear that "we were not likely to resolve labour issues to the satisfaction of the Japanese end so there is no point in further discustalks with union leaders in mid-

February.
The Japanese had been thought set disposal and debt repayment in the first quarter last year.

willing to pay over \$100m for a 75 programme is "now well ahead of schedule." The company said that and chief executive, said "we are bas made losses in recent years. But labour relations have been a potential stumblingblock from the

> Although details of the talks were Continued on Page 24 Record profit for Ford Australia,

Business in South Africa?

Fly SAA Gold Class for the Lion's Share of comfort and convenience.

 Extra-spacious, comfortable seats in your own separate section.

 Full night's rest — no refuelling stops in the early hours."

 Choice of menus, complimentary drinks, film and stereo entertainment.

And only South African Airways offer: • Ten flights a week (3 non-stop). Daily to

Johannesburg (dep Heathrow 18.15) Cape Town (Thurs dep 13.45, Sat dep 20.151. **Durban** (Sun dep 16.15).

 Inter-connecting flights to 12 key centres in South Africa.

 Unique 'VIRSA' fly-as-you-please option. For details, please call your IATA Travel

Agent or contact SAA at: London 25t Regent Street, W1, 01-734 984 t Birmingham: Waterloo Street, 021-643 9605. Manchester. Peter Street, 061-834 4436. Glasgow: Hope Street 041-221 2932.



kis won a Lenin peace prize. _ CONTENTS -

International 2, 3 Eurobonds 25, 26 | Lorging | 23 | Management | 18 | Men and Maiters | 22 | 22 | Money Markets | 40 | Mrs - Reviews | 21 | Currencee 20 Technology 16
Currence 20 Weather 24

UK politics: critical local Editorial comment: Italian Technology: latest robot Lombard: next UK wage

Greek composer Mikos Theodora-

Defence: France rejoins her Lex: Iran: slogans give way to Small businesses

realism..... 5 Survey Section III

Waterford workers in tax protest

By Brendan Keenan in Dublin

MOST OF the manufacturing companies in Waterford, in south-east Ireland, have been shut down by the first strikes called specifically to protest against Irish tax rates.

Almost 5,000 workers stayed away, over half of them employed by Wsterford Glass, which makes high quality crystal glassware and is the area's biggest and most successful company.

Waterford Glass workers have threatened to strike for two days each week after attempts to avoid paying income tax and social insurance failed. They were folloed yesterday in a one-day protest strike by about 2,000 other workers.

Retail and transport workers Retail and transport workers in the area are considering whether to join the campaign. Mr Desmond O'Toole, the president of Waterford's Chamber of Commerce, complained that the area had become a test case for the tax protest at a time when it was making every effort to attract industrial investment. However, the campaign is unlikely to last long unless workers in other parts of the country take similar action. Shop stewards from Waterford are travelling to Dublin and other centres in an effort to win

Plan to aid new French companies

M LAURENT FABIUS, France's new Industry Minister, has underlined his willingness to improve the health of the corporate sector by launching a new scheme to belp the creation of small businesses. The move, announced as part of a number of modest initiaor a number of modest initia-tives to help private industry, will give newly-formed com-panies a three-year tax holiday starting from this year. It also offers help for people intending to set up their own businesses and a simplification of bureau-

Other action announced by MFabius includes the creation of a FFr 3bn (£280.8m) industrial modernisation first to be fed initially by the state financing body Caisse des Depots et Consignations. Later one-possibly at the end of the year—the Government intends to introduce a new savings scheme who brought in tax breaks for previous generalised state from M Chevenement. He also said that the Social programmes in nological programmes in such as electronics wou continued, with further end to instal robo introduce a new savings scheme ment climate for private into schools and colleges.

The measure received only a grudging response from the Patronat, the employers federation. It said it would bave little effect as newly-created companies rarely made profits and so hardly paid tax.

Other action announced by M Fabius declared at the weekend thet price controls on includers for industry international competition would be lifted "as soon as possible"—

M Jean-Pierre Chevenement, who brought in tax breaks for previous generalised statements from M Chevenement.

B Fabius declared at the weekend thet price controls on incustry.

M Fabius declared at the weekend thet price controls on increasing the price controls on th

previous generalised statements from M Chevenement. He also said that the Socialist

government's wide-ranging tech-nological programmes in areas such as electronics would be continued, with further efforts planned to instal robots in industry and micro-computers into schools and colleges.

Norway scales down search for submarine

NORWAY yesterday scaled submarine in the Hardanger down its six-day hunt for a fjord at all. "It is highly unsuspected submarine in a west-likely that a submarine could coast fjord, Reuter reports from bave survived the intense oslo. The navy still bad orders attacks by our forces on Saturto sink any such intruder try-day and Sunday," be saiding to escape, rear-admiral Norwegian forces fired more Haakon Ellingsen told a news conference on the island of Stord.

Put he said the supported

But he said the suspected submarine, which has been bunted with missiles and depthcharges, could now have escaped from the narrow 100mile fjord on Norway's rugged West coast into the North Sea. Admiral Roy Breivik told the coast guard ship. For Norwegian news agency in Oslo being, however, Norwa that the navy was no longer certain there had been a foreign lodgean official protest.

Fay Gjester adds from Oslo: Fay Glester adds from Usio:
A Russian oil-drilling vessel,
which began working at the
weekend just inside a disputed
part of the Norwegian-Soviet
Continental Shelf, is being
closely watched by a Norwegian
coast guard ship. For the time
being, however, Norway's Government has decided not to
lodgen official protest.

Norwegian calculations put the Soviet ship, "Valentin Shashin," just inside the 155,000 sq kilometre grey zone of the Errents Sea, an area to which both Norway and the USSR lay claim.

boundaries. The issue first arose in 1974, when both countries extended their con-tinental shelf boundaries to 200 miles. Negotiations on the sub-ject have been held at intervals since, but without conclusions.

USSR lay claim.

Deputy Foreign Affairs
Minister, Mr Eivian Berg said that if the ship moved any further west. Norway would have to "right the balance" by drilling a well inside the grey zone. This could lead to a Norwegian-Soviet drilling "war," he pointed out.

The USSR says the sector line (a line of longitude) should mark the continental shelf boundary. Norway wants it defined according to the median line principle—used in deter-

Pertini tries to stave off election By Rupert Comwell in Rome

PRESIDENT Sandro Pertini last night made a final, but almost certainly hopeless move to stave off early general elections this June, by asking Sig Tommaso Morlino, the president of the Senate, to conduct exploratory soundings to see if e new government could be formed. Sig Morlino will consult with party delegations today. He will refer back to Sig Pertini tonight or at the latest tomorrow morning. Assuming he does not succeed where the head of state has already failed, the way will be finally clear for the degree dissolving Italy's eighth post-war Parliament.

Elections will be held most probably on June 26, but an outside chance remains that they may be put forward a PRESIDENT Sandro Pertini

outside chance remains that they may be put forward a week to June 19. The present coalition Government of Sig Amintore Fanfani, which held office for five months before resigning at the weekend, will remain in a caretaker capacity until a new administration is formed on the other side of the electhe other side of the elec-

The resignation of Sig Fanfani, a Christian Democrat, was provoked by the withdrawal from parliamentary support of the Socialist Party, with-out whose backing no govern-ment in Italy can be formed, Editorial Comment, Page 22

Poles hope Papal visit will herald further concessions

BY CHRISTOPHER BOBINSKI IN WARSAW

SOLIDARITY, BUOYED by its SOLIDARITY, BUOYED by its May Day successes in bringing many thousands of Poles out into the streets will now be hoping the Pope's visit in June will bring a step nearer the release of political prisoners and the re-recognition of the union. The demonstrations, in at least 20 thems showed that the least 20 towns, showed that the movement can count on a hard core of supporters able to sustain it indefinitely at its present level of activity, despite the underground leadership being depleted and in constant danger of arrest. Solidarity's avowed spokesmen, like Mr Lech Walesa, are always open to the danger of questioning, bouse danger of questioning, bouse searches and temporary deter-

searches and temporary detertion.

Nevertheless, the Polish
authorities can claim "normalisation" is continning. Several
million Poles turned up on
official May Day marches, a
much-increased turnout compared to last year, and in
Warsaw at least, police dispersed unofficial demonstrators
with ease.

The fact that the authorities

The fact that the authorities bave played down Sunday's un-official marches, apparently at their strongest in Gdansk and Nowa Huta, where one man died, Indicates that they do not intend to ask for a postponement of the Pope's visit at the

General Wojciech Jaruzelski's May Day speech provided hints of the policy lines the authorities intend to take in coming weeks: "Should the path to normalisation not be disturbed in the coming days and months." in the coming days and months and the atmosphere of calm consolidated, then a real chance of lifting martial law and the accombanying moves will come

This is in effect an offer to both the Pope and the Polish Church that a peaceful visit could lead to an end to martial law and an amnesty for the country's estimated 1,000

political prisoners.

The authorities will no doubt be hooing Solidarity takes the hint about a potential amnesty, its strongest demand, and collections. off as regards further calls to demonstrations.

The Solldarity leadership has already said that if does not intend to hold demonstrations during the Papal visit, partly so

during the Papal visit, partly so as not to prejudice the prospects of a meeting between Mr Lech Walesa and the Pope, no doubt. Given the authorities' failure, to adopt credible reform policies that might swing support away from the Solidarity movement, and given that the outright repression of the early days of martial law has slackened, the banned union could continue at its present. level of activity for the foresee-able future. For the moment, only a dramatic deterioration



Mr Konstantin Chernenko, said to have been Mr Yuri Andropov's chief rival in the battle for the leadership of the Soviet Communist Party following Mr Leonid the Soviet Communist Farty following Mr Leonid Brezhnev's death last year, was absent from the traditional May Day celebration in Moscow's Red Square. This has added fuel to speculation that Mr Chernenko, who was last seen in public on March 30 and has missed three important events in the past month, could be pushed out of the 12-member ruling Polithuro.

In the coming weeks, it is up to the Catholic cource to wrest to the Catholic courch to wrest as many concessions as possible from the authorities as the Papal visit approaches. Cardinal Jozef Glemp, speaking on Sunday of "the ideals of August 1980" which gave rise to Solldarity, gave notice that the church would be trying.

U.S. President Ronald Reagan at the weekend denounced the continuing wave of suppression by the Polish Government, AP reports from Washington,
His statement, read at a rally

Washington.

His statement, read at a rally in support of Solidarity, said the supportsion was being "carried out under intense Soviet pressure." "What we have witnessed is a genuine struggle of workers in a so-called workers state for basic human and economic rights." Reagan said, "We sainte the courage of the Poles who daily face intimidation and harass-

in Warsaw yesterday and preembassy complex, which con-tains a U.S. library ordered closed to Poles last week in a In the economic situation might Warsaw government protest lead to a significant upturn in support for it. Warsaw government protest against the activities of U.S. funded radio stations.

Small town violence delays final Portugal poli result

BASE LENDING RATES

BY DIANA SMITH IN LISBON

Portugal's final election a television crew attempting to results have been delayed for film the over-excited population. the second week running, with serious repercussions on chances of a Government being formed rapidly.

Violence in the tiny constituency of Crestums, which bas only 1,943 voters, led to destruction of the polling station yesterday when attempts were made to repeat the elec-tion, postponed from April 25. The polling station was torn apart by local people who were protesting against a boundary division that they claim has robbed them of part of their borough. Crestuma flared up again over the May Day week-end: mobs threatened to lynch

A.B.N. Bank
Al Baraks International

film the over-excited population.
Until Crestuma, not far from
Oporto, calms down enough to
vote, resolution of Portugal's
political dilemma will have to
be postponed. Another election
has been called for the town
for Msy 9, two days after the
winning Socialists and Social
Democrats separately hold
meetings of their governing
bodies to debate whether or
not the next government should
be a Socialist-Democrat coalition. alition

FINANCIAL TIMES, published daily except Sundays and holidays. U.S. subscription rates \$420.00 per annula. Second Class postuge paid et New York, N.Y., and et additional mailing centres.

THERE'S A L MORE TO LISTENING THAN HEARING.

Most of us have perfectly good ears.

So why, then, are we such perfectly awful listenerslistening on the average at a 25% level of efficiency?

The fact is, there's a lot more to listening than hearing.

After we hear something, we must interpret it. Evaluate it. And finally, respond to it. That's listening.

And it's during this complex process that we run into all kinds of trouble.

Forexample: we prejudge -sometimes even disregard a speaker based on his appearance or delivery.

We let personal ideas, emotions or prejudices distort what a person has to say.

We ignore subjects we consider too difficult or uninteresting.

And because the brain works four times faster than most people speak, we too often wander into distraction.

Yet as difficult as listening really is, it's the one communication skill we're never really taught.

Well, as a corporation with more than 80,000 employees, we at Sperry are making sure we use our ears to full advantage.

We've set up expanded listening programmes that Sperry personnel from our divisions worldwide can attend. Sales





2. Understanding



3. EVALUATING



4. Responding

representatives. Sperry Univac computer engineers. Even the Chairman of the Board.

We're convinced that effective listening adds a special dimension to what we can do for our customers. And when you speak to someone from Sperry we think you'll be equally convinced.

It's amazing what more than two good ears can do.



WE UNDERSTAND HOW IMPORTANT IT IS TO LISTEN.

© Sperry 1983. To learn more about what Sperry can do for you write to Sperry Ltd, Dept FT30, Stonebridge Park, N. Circular Road, London NW10 8LS.

Al Baraks International
Allied Irish Bank
Allied Irish Bank
Hanny Ansbacher
Arbuthnot Letham
Armeo Trust Leth
Associates Cap. Corp.
Banco de Bilbao
Bank Hapoalim BM Hill Samuel
C. Hoare & Co.
Hongkooz & Shang Hongkonz & Shanghai 10
Kingsnorth Trust Ltd. 12
Knowsley & Co. Ltd. 10
Lloyds Bank 10
Mallinhall Ltmited 16
Edward Manson & Co. 11
Midland Bank 10
Morgan Grenfell 10
Norwich Gea. Tet. 10
Norwich Gea. Tet. 10
Roxburghe Guarantee 10
Royal Trust Co. Canada 16
Slavenburg's Bank 10
Trade Dev. Bank 10
Trustee Savings Bank 10
Trustee Savings Bank 10
Toel 10
Toel 10
Linear Linea Bank Hapoalim EM 10 %
Bank of Ireland 10 %
Bank of Ireland 10 %
Bank Leumi (UK) ple 10 %
Bank Leumi (UK) ple 10 %
Bank Street Sec. Ltd. 10 %
Bank Street Sec. Ltd. 10 %
Banque Belze Ltd. 10 %
Banque du Rhoue 11 %
Barclays Bank 10 %
Beneficial Trust Ltd. 11 %
Bremar Holdings Ltd. 11 %
Bremar Holdings Ltd. 11 %
Brown Shipley 10 %
Canada Perm't Trust 11 %
Castle Court Trust Ltd. 10 %
Cedsr Holdings 10 %
Charterhouse Japhet 10 %
Choulartons 11 %
Cillbank Savings 110 %
Ciydesdsle Bank 10 %
Comm. Bk. of N. East 10 %
Comm. Bk. of N. East 10 % Choulartons 10 %
Chilbank Savings 110 %
Citydesdsle Bank 10 %
C. E. Coates 10 %
Comm Bk of M East 10 %
Consolidated Credits 10 %
Co-operative Bank 10 %
The Cyprus Popular Bk 10 %
Duncan Lewrie Duncan Lewrie 10 %
E. T. Trust 104%
Exeter Trust Ltd 11 %
First Nat. Fin. Corn. 124%
First Nat. Fees. Ltd. 12 %
Robert Fresser.

TCB
United Bank of Kuwait
Volkskas Intil Ltd. ...
Westpac Banking Corp.
Whitesway Faldiaw ...
Williams & Giyn's ...
Wintrust Sees Ltd. ...
Yorkshire Bank

7-day deposits 6.75' 7.00's Short-term months 8.36's.

THE UNIVERSITY OF JORDAN

Belgium's private sector employees take to work-sharing

BY PAUL CHEESERIGHT IN BRUSSELS

NEARLY 90 per cent of the concluded work-sharing accords NEARLY 30 per cent of the work-sharing according to Mr Wilfried physics to the Government's according to Mr Wilfried physics to the Government's considerable opposition among Belgian employers to the Government's considerable opposition among Belgian employers to the Government's considerable opposition among Belgian employers to the Government's considerable opposition among according to the consi Martens, the Prime Minister.
At the sectoral level, 75 agreements covering more than 1m employees have been reached, he told Flemish economists during a weekend speech at

Ghent.

As part of its plan to check the rise and then reduce the rise and then reduce the rate of unemployment, the Belgian Government has been emcouraging the work-sharing practice. The agreements vary but average a reduction in tha working week of 2.5 per cent, matched by new hising from employers of 2.6 per cent.

At the end of March, Belgian unemployment had reached in the and of March, Belgian population, compared with 12.3 per cent a year earlier. The British unemployment rate at the end of March was 12.3 per cent.

Mr Martens claimed that 46,000 new jobs had been created in companies which had the special s

policy. Widespread shedding of labour has taken place in the face of the recession and structural difficulties not unlike those faced by UK industry.

Fabrimetal, the Belgian group that takes in the metal.

East Germany hints at land route sanction

BY LESLIE COLITT IN BERLIN

EAST GERMANY has indicated East German border officials. it does not want a further deterioration in relations with Herr Strams has been urging West Germany, after the recent a harder line towards East Germany and the Soviet Union. from apparent heart attacks

four-power Berlin treaty.

Last Thursday. Herr Erich
Honecker, East Germany's PreThe East German newspaper,

The East German press last

during questioning by East German press last during questioning by East German border guards. However, it reminded the West that, if relations do get worse, they could affect the land access routes to West Berlin, which were guaranteed under the 1972 four-power Berlin treaty.

The East German press last Monday reprinted an article by the main Hungarian Communist the main Hungarian Communist was "normal co-operation with the new Bonn Government," by seeking points of contact and by strictly respecting their existing agreements "including the transit accord.

Honecker, East Germany's President, cancelled what was to have been the first visit by an also quoted the deputy head of the West Germany later this year. East Germany later this year. East Germany said the trip could not take place because of the situation brought about by West Germany.

This referred to claims by Herr Franz Josef Strauss's "smear campaign and lies" about East Germany simed to destroy the basis of the agreements concluded in the 1970s. He said they were designed to deprive millions of Christian Social Party in Bavaria, which is allied with Chancellor Helmut Kehl's Christian Democrats, that the West Germany of the "benefits of Germans had been murdered by detente."

Vienna coalition talks start

BY OUR VIENNA CORRESPONDENT

SERIOUS TALKS on a new Socialists were to fail.

Austrian Government begin in The reasoning of the party Vienna today between its leader, Dr Norbert Steger, Socialists and the liberal Freedom Party. The liberals, who have held the balance of power in the Parliament since the the advocate in the bourgeoise election on April 24, have stated their professors for a coalition. Socialists rather than swamped election on April 24, have stated cause in a coalition with the their preference for a coalition Socalists rather than swamped with the Socialists rather than by the People's Party in an with the conservative People's anti-Socialist coalition.

۱S

Party.

The Ilberals said that they
Would enter an anti-Socialist broke the absolute majority of
coalition with the People's the Socialists. The People's Party only if the negotiations Party received 81 and the with Dr Bruno Kreisky's Socalists 90.

Nakasone 'backs away from June election'

By Jurek Martin in Tokyo

MR YASUHIRO NAKASONE. the Japanese Prime Minister, appears to have decided not to hold a general election next month.

He has made no formal He has made no formal amouncement to this effect. But he has reportedly conveyed his decision personally to Mr Kakuel Tanaka, the former Prime Minister and national political eminente grise, and has assigned his two principal political lieutenants to spread the word inside the ruling Liberal Democratic Party. Democratic Party.

Mr Nakasone is currently on a tour of Asean nations and it had been generally assumed that he would make his position known at the conclusion of his trip.

Apart from some equivocation shortly after assuming
office last November, Mr
Nakasone has been consistent
in stating that he preferred
that the present parliament
serve out its term, which lasts
until the summer of 1984.
Nevertheless, the Japanese
bedy politic, including the

Nevertheless, the Japanese body politic, including the media, has recently eaught a servere bout of election fever. This partly stemmed from the intense political activity attendant on last month's local elections and the proparations for next month's Upper House elections.

In spite of a couple of setbacks, the LDP did well enough in the local elections to encourage speculation that Mr Nakasone would go to the country. At the same time, he has been under pressure from

has been under pressure from Mr Tanaka to dissolve paria-Mr Tanaka to dissolve paris-ment early: the former Prime Minister does not want a general election after the Lockheed verdict on him is handed down in the autumn. It is likely that, in defying Mr Tanaka, Mr Nakssone wishes to convey the impres-sion that he is the master of his own house, rather than

of his own house, rather than the lackey of the man who helped make him Prime Minister in the first place. At the same time, by avoid ing an early election, Mr Nakasone needs to cement his fragile relations with the anti-Tanaka elements inside the LDP, most of whom want to wait antil after the Lockheed verdict is in before going to the country in the hope that the Tanaka power base will be eraded.

Although Japanese politics often thrive on what might be called the art of indirection, there will be some pressure on Mr Nakasone when he returns to Tokyo to explain

He is expected to fall back on the well worn argument that his Government has much unfinished business, including administrative including administrative reform (a eatch phrase for cutting spending) and further economic fine tuning, such as the promised income tax cut. In fact, he can probably de In fact, he can probably de little more than consign election fever to temporary remission. If, indeed, Junc is now ruled ont, as is apparently, but not definitely, the case, the public mind seems bound to focus on other dates before the summer of



Night-time is Courier Express time, and it follows 'next day' is distribution day.

We meet and beat critical, and routine deadlines thanks to a totally dedicated distribution system, and vears of experience. Everything is controlled by centralised management and planning. Nothing is left to chance.

For example our unique Courex coded labelling system indentifies every single package in every consignment which goes to show we

really mean business-to-business: We understand how vital it is for you to have a distribution service .:

you can trust; your reputation rides-on it and so does ours. There isn't another name under the moon that expresses the goods

Call us. Courier Express, 89 Worship Street, Tel: 01-377 8977. Telex: 897280.

We'll deliver the goods overnight in Courier Express time.



Shultz intensifies negotiations on Israeli troop withdrawal

BY DAVID LENNON IN TEL AVIY

MR GEORGE SHULTZ, U.S. Secretary of State, held intensive, day-long discussions with Israeli officials in Jerusalem yesterday on the details of the hoped-for agreements with Lebanon on the withdrawal of sraeli forces

The American diplomat met Mr Yitzhak Shamir, the Foreign Ministor, and Professor Mosha Arens, tha Defenca Minister. In the evening all three men met Mr Menahem Begin, tha Prime Minister, for further discussions. Following his weekend talks

ARGENTINE relatives of the

Falklands war dead on board the ship "Lago la Car" yester-day took part in a ceremony

in the South Atlantic to mark the first anniversary of the sinking of the cruiser Belgrane.

An Argentine alreorce alrerass and naval despatch ship partici-

pated in a separate ceremony. However, the threat of a con-

frontation between Argentina and Britain inside the 150-mile

British exclusion zone around

British exclusion zone around the Falkland Islands appeared to have been defused. In Buenos Aires, state radio reported that the ship would sail back to the mainland within the next two days rather than

attempt to enler the exclusion zone on its way to the islands.

On Friday night, the Argentine Government formally took over responsibility for the relatives and said that it had

occupied the negotiators yester-day. Israel wants to be certain over the position of Major Sa'ad Haddad, the rebel Lebanese officer who commands the Israeli-supported militia

in the south.

Mr Begin is believed to have dropped his earlier insistence that Major Haddad be named as overall commander of the Lebanese forces in southern Lebanon. He is now apparently willing to accept some formula which will leavo Major Haddad and his forces in charge of and his forces in charge of security in the area, even if some other Lebanese officer is made titular commander of the

Argentine war dead honoured

banned any memorial act for the Argentine war dead other than that staged by the armed

Sar Osvaldo Des Tefanis, the main organiser of the relatives, that aimed to reach the Falkland

shad aimed to reach the Falkland Islands by the middle of this week, to lay wreaths at tho graves of Argentine soldiers buried at Port Darwin. In Buenos Aires, Des Tcfanis's interception by the Government was interpreted as a coocession intended to account Britain

intended to encourage Britain into adopting a more flexible

Before leaving Buenos Aires

on Saturday, Snr Des Tefanis said that he hoped "Mis Thalcher will change her un-humanitarian and irrational

that Syria will agree to withdraw its forces, because other-wise, any agreement between Israel and Lebanon would become simply academic. Mr Shultz has now been in the region for more than a

week but, despile the slow pace of the high-level talks, the feeling in Jerusalem is that there is a gradual narrowing of the gaps. In the words of one Minister, a resolution of the issue "is definitely coming." Apparently, the U.S. official

with Lebanese leaders in Beirut, Mr Shultz brought new Lebanese formulations for resolving the deadlock over the security arrangements in southern Lebanon after the Israeli withdrawal.

It is reported there has been some flexibility in Jerusalem in Jerusalem and the Syria's inlentions which also Apparently, the U.S. official would like to rap up an agreement between Jerusalem and Beirut before travelling to the semantic exercise.

Apparently, the U.S. official would like to rap up an agreement between Jerusalem and Beirut before travelling to the semantic exercise.

Indeed, il was the question of Lebanon simultaneously with those of Israel and the Spria's inlentions which also

Argentine official claim that thousands of people who disappeared during the

Italians and " thousands of Italo-Argentines."

President Sandro Pertini

attacked Argentina's military regime and accused it of being

In a tough message to Bnenos

Aires last weekend, Pertini also

humanitarian and irrational attitude " condemned "the chilling cynicism" of the Argentine raged Italians are pressuring embassy in Rome declined to the Government to rebuff an comment on Pertini's remarks.



Shultz . . . talks on new

This is the method favoured by Jerusalem, which feels that it would prevent Syria putting forward new demands prior to the completion of the agreement between Israel and

U.S. building index rises by 10%

By Richard Lambert in New York

country's bloody anti-terrorist campaign in the last decade are AFTER 2 brief setback in February, the value of newly started construction in the U.S. surged bigher again in March, according to McGrawdead. Union leaders, politicians and human rights groups have asked the Government to press Argen-tine authorities for further details of the missing, who apparently include nearly 400 Hill's F. W. Dodge division.

Strength in bome building and public works construction pushed the seasonally adjusted Dodge index of construction contract value np by 10 per cent over the previous month's level.

In the first quarter of this year, the index slood 5 per cent above its average level in the final three months of 1982, and nearly 30 per cent above the cylical low point in the second quarter of last

China seeks U.S. show of friendship By Mark Baker in Peking

CHINA has demanded a show of friendship from the U.S. and suggested that the Reagan Administration may now be dehiberately attempting to downgrade the relationship.

In its latest major statement on the strained bilateral relationship, China says continued U.S. support for Taiwan and the granting of asylum to Chinese tennis player Hu Na. show that Washington is lenoring its commitments to China under the Shanghai II communique. the Shanghai II communique, signed last August.

Does it mean that the U.S. authorities have crossed the rubicon and are working obstinately for a retrogression of the Sino-U.S. relationship?" asks the slalement.

asks the slatement.

"For all its bigh-sounding generalisations about not pursuang a policy of 'two Chinas' or 'one China, one Taiwan' it is sticking to its old ways of straddling two boats to reap the henefits from both sides."

The stalement, carried as a commentary on the official news agency Xinhua, suggests that there has been no easing in the tensions hetween Peking and Washington which flared up over the Hu Na case a month ago.

t appears that China is trying to roncentrate pressure on the central question of Taiwan after diversionary skirmishing over Hu Na, textile trade quotas, technology transfers and Washington's reluctance to general Paring's hid to to support Peking's hid to lake over Taiwan's seat in tho Asian Development Bank. Phrowing the initiative onto the U.S., the statement says: "The situation demands action.
Does the United States want to see its relations with China improve or turn sour... it must sooner or later decide for itself."

The State of Maryland, S.A., would like to put a the temptation in the way

The carrot is the universal symbol of incentives.

In Maryland we offer business people the biggest incentive of all -a commitment to help protect your profits — the lifeblood of your company.

So if you're thinking of establishing distribution, warehousing, assembly or production facilities in America, Maryland is the place to begin.

It's situated about half way down the right hand side of the USA, on the doorstep of Washington D.C., and roughly equidistant from Boston, Chicago and Atlanta.

In Baltimore, we boast the second busiest container port on the eastern seaboard, with three duty free Foreign Trade Zones.

We also have three major airports so you can fly non-stop to London.

Maryland is a fine place to live. The state has the highest ownership of sailing boats per capita in the entire USA.

Which is probably why we also have the highest concentration of engineers, scientists and skilled technicians of any State in the country and perhaps the world.

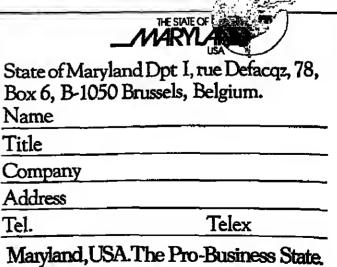
But, most important, Maryland is unashamedly «pro-business».

We want to attract new enterprise, new industries, new initiatives. Every Marylander will welcome you.

You will not be the first to try it; already more than 100 European companies have come for the carrot... and stayed on for the greens.

For more information about how to set up business in our state, contact Robert Viehweger at the State's Office in Brussels. Telephone: 010/32.2/539.03.00 or telex 64317 Mareur b.

Or simply fill in the coupon, attach it to your company letterhead, and send it to the address shown.



Why Heathrow will never be the most popular airport in the world.

Ironic, isn't it?

Heathrow offers today's air traveller more international destinations than any other airport in the world.

Together with more international flights a day than any other airport in the world.

But that still hasn't stopped us from being voted the Second Worst Airport in the World.

Such was the glittering accolade we were awarded in a recent poll conducted amongst businessmen.

Of course, we're none too happy about the achievement. But, to be honest, we're not particularly surprised, either.

One look at our world route map will tell you why.

Everybody likes having 204 different destinations, 70 airlines and 2,193 flights a week to choose from.

But nobody likes the 27,000,000 pushing, jostling passengers a year that such a unique service attracts.

That's why quieter, less frantic airports like Schiphol and Frankfurt came out top in the same poll.

At least they allow a man to swing his
Samsonite without being arrested for grievous
bodily harm.

Yet only at the expense of offering far fewer flights and destinations than we do.

So how can Heathrow make itself more popular with its ever increasing number of passengers?

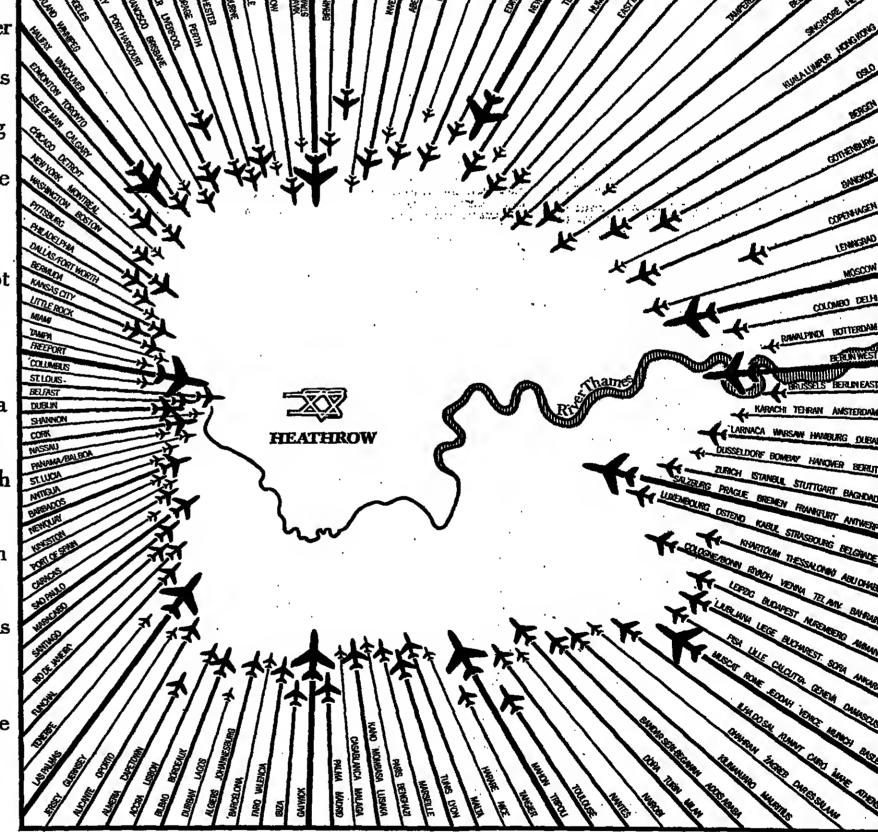
Cut half its flights so it operates half empty like most of its competitors?

We feel a rather more constructive solution lies in expanding our capacity over the next three years.

Already we're working on an additional £18 million pier for wide-bodied jets in Terminal 1.

Together with improved immigration and baggage facilities in Terminal 1.

And an enlarged baggage reclaim hall in Terminal 2.



In fact, by 1984 the central area at Heathrow will be developed to its maximum.

So next, we're creating a completely new Terminal 4 on the south side of the airport, at a cost of over £200 million.

Scheduled to enter service by 1985, this complex will eventually handle over eight million extra passengers a year.

Resulting in a considerable reduction in congestion throughout all our other terminals.

In short, Heathrow is fast becoming a nicer place to fly from.

Quieter. Less crowded. More relaxed.

And still we maintain that we'll never become the world's most popular airport?

You never know, the 1985 poll might just hold a few surprises in store.

Airports Heathrow

The British Airports Authority, a profitable public enterprise, owns and manages Heathrow, Gatwick, Stansted, Glasgow, Edinburgh, Prestwick and Aberdeen airports.

WORLD TRADE NEWS

Optimism on Third World at Unctad meeting

By Christian Tyler, World Trade Editor

PROTAGONISTS in tha forthcoming Unetad VI conference are modestly opti-mistic that the meeting in Belgrade next month will avoid confrontations between the industrialised countries and the Third World.

A private gathering of officials from some of the principal countries and inter-

institutions Britain this weekend seems to have affirmed the developing nations' conviction that their problems—especially their buge indebtedness—cannot be treated as if they did not affect all economies, North as

well as South.

The meeting at Leeds Castle in Kent was bested by Mr Peter Rees, UK Trada Minister. A spekesman for Mr Rees said that one of the principal themes of the confidential session had been the inter-relationship of trade, former and commediates. finance and commodities.

The debts of the developing

world could not be regarded as a problem merely for as a promein merely for financial institutions and the banks. A solution was only possible if trada protectionism was resisted and if the rich countries kept their borders open to the poorer nations' exports. Participants also expected that economic recovery would make a solution easier.

Countries will be watching the results of the Ministerial meeting of the Organisation for Economic Co-operation and Development (OECD) next week and tha Williamsherr week and the winners-burg summit of the seven richest nations at the end of the month. The Williamsburg meeting is expected to have an important infinence on the way Unctad handles its own agenda.

Gatt gloom on recession

131

2.92 7

1.4

.500

TURKEY is preparing to ask Britain's Export Credit Guarantee Department to resume medium-term cover for Turkey, David Tonge reports from Istanbul. Officials in Ankara said this weekend that on Friday over £8m has been transferred to the credit of the By Anthony McDermott In Genev THE GENERAL Agreement on Tariffs and Trade (Gatt), although beleagured by trade disagreements between the U.S. and the EEC and overshadowed at present by preparations for the Unctad VI conference in Belgrade in June, remains confident that it has an important role to play in the world's economy.

In its publication, "Gatt activities in 1982" it is gloomy about the "deep and prolonged crisis" affecting trade. In both dollar and volume terms, global trade was down THE GENERAL Agreement The Turks aggue they have now met their arrears with Britain in accordance with GECD re-scheduling agreements. A small sum of around film is still outstanding because

in 1982 on the previous year.
Looking forward, the report
says: "As 1983 opened, there
seemed little reason to expect
early improvement, although
fort signs of an includer first signs of an incipient economic recovery offered some hope that the trading environment might change."

But the report also notes that there has been "in a third successive year . . . unusually numerous com-plaiat cases brought before Gatt," led by the U.S. and the EEC. In 1982 alone they had requested adjudication before a Gatt panel on arguments over issues ranging from canned peaches and pears

SHIPPING REPORT

Tanker market 'in

perilous position'

Iran's traders replace slogans with realism

every year. The walls are re-days of the revolution to take splendeat with revolutionary over the assets of the Pahlavi posters of struggle, guns and Foundation, and of the Shah's ayatollahs, with a portrait of Khomeini prominently placed But today evea the most

revolutionary-sounding organisarevolutionary-sounding organisations in Iran are being run by a largest commercial organisations in Iran are being run by a largest commercial organisation around \$210m—all placed. The officials say they are now new hreed of technocrats and thou in Iran and probably holds of ficials, frequently foreign eductions in Iran and probably holds of ficials, frequently foreign eductions in Iran and probably holds of ficials are still and their families. Its officials with Western companies, says looking for quality products, and their families. Its officials are still and their families. Its officials say they are now with Western companies, says looking for quality products, and that quality is more important and that quality is more important and that price. The preferred particularly of in a solution of the companies are trading agent with Western companies, says looking for quality is more important and that quality is more important and their families. Its officials are still say they are now with Western companies, says looking for quality is more important and that quality is more important and that quality is more important and their families. Its officials are still say they are now with Western companies, says looking for quality is more important and their families. Its officials are still say they are now with Western companies, says looking for quality is more important and their families. Its officials are still say they are now with Western companies, says looking for quality is more important and their families. Its officials are still and their families are still and their families are still and their families. Its officials are still and their families are still and their families are still and their families. Its officials are still and their families are still and th

Dutch group

VOLKER STEVIN, the Dutch

construction and dredging group, is halting work on its contracts in Nigeria following six months of non-payment of bills by the Govarnment in

Nigeria, at the company'a instigation, is negotiating with a number of banks to secure the

cash required. Volker Stevin's 1982 earnings of Fl 10m would undoubtedly have been higher bat for the costs of reorganising

oat for the costs of reorganising its Nigerian operatious. Dredging of the Port Harcourt area has already been completed and the pull-out, involving 100 key personnel and heavy plant equipment, relates mainly to building work on the new port

ferred to the credit of the ECGD, following earlier pay-ments totalling nearly £40m.

of difficulties in reconciling the

Turkey ran up major arrears following bed economic manage-ment in the late seventies but

since mid-1981 there has been

no delay in commercial trans-

THAI International Airways has

agreed to buy two A300 aircraft

from Airbus Industric for \$89m, a Thai International executive said, Reuter reports

That International last September cancelled its order

for the aircraft after being told of a delay in delivery. Airbus

lobbled the zirline to reconsider after That International said it would buy two 767-200 aircraft from Boeing.

Thais agree to buy

two Airbuses

from Bangkok.

Turkey to ask for

ECGD cover

halts work

in Nigeria

eurial class is referred to.
The foundation is one of the

THE OFFICE of Reza Imam— Mr Imamjomeh is the comployees in factories and busi-jomeh does not look like the mercial director of the Founda-kind of place where \$300m tion for the Deprived, an insti-worth of business is transacted tution established in the early the restablished in the early the restablished in the large of the users, the factories in wins the restablished in the large of the users, the factories in the complex of the users, the factories in the complex of the users, the factories in the complex of the users, the factories and busi-mercial director of the Foundation are said to number 90,000. The complex of the users, the factories in the complex of the users, the factories in the complex of the users, the factories and busi-mercial director of the Foundation are said to number 90,000. ployees in factories and publication is a property of the foundation is trying to ceatralise the purchases of all the lise the purchases of all the samples it owns, including foundation officials deny they are arrangements; "Such deals mean you buy expensive and sell cheap," be says.

The organisation buys for the property of the purchases of all the commander it owns, including foundation officials deny they are organisation buys for the purchase of the purchases of all the commander it owns, including foundation officials deny they are organisation buys for the purchase of the purchase of the purchases of all the commander it owns, including foundation officials deny they are organisation buys for the purchase of the purch

cals and foundry equipment, out for spare parts and Last year these orders amounted to around \$210m—all placed The officials say they are now

Foundation, and of the Shah's companies it owns, including Foundation officials deny they "Satanic parasites" as the spare parts for factories, raw need equipment, while salescountry's former entrepren materials machine tools, chemi-men find the factories screaming

about 450 to 500 factories and some 200 commercial enterprises, which used to fuaction as trading agents for foreign companies. It also exports some \$2m to \$3m a year of mainly fruit products. Exports, particularly of industrial items are still bampered by the fixed

The coacessions go much further than the new range of general lax and pricing concessions announced several weeks age for all industrial jolat veatures with foreigners.

Some of the 22 projects bave been announced bowever. They ■ A phosphale fertilizer plant for Agrico Chemical Company ● Manufacture of reach-in and walk-in cooler, freezers and refrigerated buildings by Kol-pak International of Atlanta;

China tries to tempt Taiwanese investors

BY MARK BAKER IN PEKING

CHINA is offering some of the most generous investment concessions ever seen in China to Tarwanese businessmen who are prepared to channel their money back to the mainland.

Under a package of coacessions announced at the weekend Taiwaoese who invest in new ventures in any of the four special economic zones will get and 50 per cent tax ia the subfour-year tax holidays, the right
to sell a big slice of their production on the domestic market
and exemption from land use
fees for five years.

The tour pront-making years,
and 50 per cent tax in the subsequent five years (under the
new general concessions for
joint ventures, the tax holiday
is two years without tax and
three years at 50 per cent):

There is unlikely however, to be rush of investment proposals from Taiwan, unless they can be disguised. The Taiwanese regime regards private commercial dealings with the mainland as virtual treason. Two businessmen were jailed the establishment of a new businessment of a new businessment. the establishment of a new business venture in southern China.

of operation.

introduced:

The circular said the provisions would also apply to Tal-wanese who invested in existing enterprises in the cities of Zhuhai, Shantou and Xianien, These cities are all on the coast The investment package, outlined in a circular from the
State Coancil, was released
without comment by the official
news agency, Xinbua.

Talwan, the area where China is
concentrating resources in an
attempt to rival the economic
success of the Talwaaese. of Fujian province facing Taiwan, the area where China is

It said "Taiwaa compatriots"

who invested alone or in joint ventures in industrial oad

agricultural projects ia the

special economic zoaes would

enjoy standard preferential

treatment of the zones. In addition, they would be given:

• Income-tax exemption for the

first four profit-making years,

The right to sell 30 per cent of products manufactured with materials on the

imported malerials on the domestic markel, provided the products are "needed" and advanced technology bas been

• Exemption from land uso

fees for the period of construc-tion and in the first five years

U.S. to boost joint ventures in Pakistan

Lagos. The company is owed some F1 280m (£69.8m) and bopes by withdrawing men and equipment, to force payment, Walter Ellis reports from Volker Stevin is involved in n aumber of large projects in Nigeria, including the constructioa of a deep-water terminal at Port Harcourt.

TWO DOZEN U.S. companies have announced plans to establish a variety of industries in Pakistan to start new businesses in order to boost the Pakistan for three decades, would be predicted. Government approval economy against the background of the Soviet military occupation of Afghanistan. President Zia assured that group, which was organised by the Overseas Private Investment Corporation, that their business executives spent ten days negotiating with their prospective Pakistan partners, senlor Government officials and the country's President, General Mohammed Zia-ul-Haq.

President Ronald Reagan bad asked the group to go to investors away from Pakistan for three decades, would be reduced. Government approval would be given within four weeks of application.

"If this new poltcy really gets moving, it will also attract investors from other countries, but their businesses would be secure and there would be no nationalisation.

Mr L. Obersole Gaines, mission leader and vice president of Opic, said: "It is premature to say the total amount the 22 projects will involve and the aumber of years these will take to implement."

· Secured ground and internadonal transportation of cur-rency and other valuables by Brink's of Darien, Connecticut;

A telephone exchange factory, by ITT;

ADVERTISEMENT

COMMUNICATIONS IN BUSINESS AND SOCIETY

Although the oldest securities company in Japan, having been founded in 1897, Yamaichi has had to work hard to maintain a leading industry position at times. In 1964, a stock market plunge caused severe business difficulties for the company that were only overcome by a combination of perseverance and innovation. Yoshio Yokota took over as President two years ago and under his management the company has managed to avoid much of the erosion in profits from the economic downturn and reduced stock commissions suffered by the securities industry in general. In part, this is due to emphasis Mr. Yokota has been placing on developing the company as a "financial supermarket".

Yamaichi Securities: developing a financial supermarket

By Geoffrey Murray

Murray: From a securities industry viewpoint; what are the most important structural changes that have occurred in the Japanese economy recently?

Yokota: Two things standout ... the growing importance of internationalization and the increasing importance of government bonds and their significance in the economy Until the 1970's, Japaa was an importer of capital through companies and various government bodies issuing securities overseas in, order to raise funds. Now, Japaa has become a net exporter of capital. Domestically, Japan had a high rate of economic growth until 10 years ago. There was a growing ac-cumulation of funds in the household sector, with a savings rate of about 25 per cent ... although this has aow shrunk to about 18 per cent. These funds were tapped by the corpo-rate sector for business expansion, fixed capital investment, etc. But with the lower level of economic growth, companies are now able to raise funds largely out of retained profits, reducing the need to tap the household sector for funds. Now; it is the government sector which is in deficit and tapping the household sector. In other words there has been a major shift in the flow of funds. Funds which once went from the household to the corporate sector are aow going to the government sector. The volume of government bonds is enormous. This year, for example, the private sector will absorb new bonds totalling about 12 trillion yen. So, the aew issues market and the secondary market is obviously having a major impact on the entire securities industry.

Murray: But the fact that the government has to issue bonds to cover its budgetary deficits is generally seen as a weakness of the Japanese economy. Is it really good busi-

Yokota: The volume of bond issues is a problem. When the government issues bonds it wants the best terms available ... a low coupoa rate and a high issue price. They are trying to have their cake and eat it, too. For us, it's difficult to move bonds on those terms. On new issues the commission we are allowed is only one per cent on 10-year bonds, so it'a aot a very attractive business. But all the time we are seeing an accumulation of bonds on the secondary market and the figure is now over 100 trillion yen. The turnover is enormous at around 350 trillion yen a year, and the question is whether we can take advaatage of the business opportunities. In that sense, the securities industry now is seeing a separation of the men from the boys.

Financial supermarket

Murray: There would seem to be both opportunities and dangers in the growing maturity and internationalization of the Japaaese financial markets. Yokota: I agree. Take the issue of yen-

denominated "Samurai" bonds. This is a very attractive business and wa obviously try to get a position as a lead manager. But, given the fluidity of the international aituation and the growing problem of country risk, sometimes there are difficulties in getting the bonds taken up. Foreign exchanga markets are also extremely volatile and that, too, exposes investors to risk. There is also a financial revolutioa under way. It has already made great progress in the United

States and we are beginning to see it here in Japan. The old divisions between banks, securities and insurance companies, for example, are now disappearing. You are get-ting a mix of financial products, and for the first time in history there is real competitioa in the Japanese financial sector. From April 1st, the banks bave been able to sell longterm government bonds to the small investor at their branches. At the same time we're straying iato what were once traditional banking areas.

Murray: What sort of management philosophy are you developing to meet the

Yokota: We are trying to adopt a "financial supermarket" approach, to be able to of-fer the full range of financial services to the public. We have to take a dynamic approach in pioneeriag new services. Banks have traditionally provided for the small saver who wants a haven for his funds. Well, we have any developed a unit trust vehicle, the Medium-Term Government Bond Fund, with similar characteristics to a bank current account. The household sector has some 200 trillion yen invested in some form of bank account. The securities industry hasn't even got one per cent of the business, so there are enormous opportunities waiting for us.

Murray: What is your personal business philosophy?

Yokota: I have always believed you should aever duck an issue. If there is a problem you should face it squarely as a man. If you have sufficient resolve you can overcome any difficulty. About 20 years ago, Yamaichi went through a very difficult patch in its business. But the company as a whole exhibited great resolve and solidarity and we were able to face the problem and overcome it. So, I think my personal philosophy can be extended to the company as a whole.

Murray: What sort of public image do you wish to project?

Yokota: I think we are seen as a company that enjoys the trust and confidence of its customers. We work hard to develop a strong bond with the customer. Above all, we must endeavour to provide our customers with a truly profitable service. That seems aa obvious thing, but if you have a company of over 7,000 employees you can very easily lose track of what you are really supposed to be doing in one area and that can pull the whole company down.

Prosperity with the client

Murray: Do you have a basic credo that

sums this up for each employee? Yokota: Certainly, Each employee has a company diary with the credo set out in the front. On the company's 50th anniversary, we set out two basic tenets . . . thet the company should prosper together with its customers and that Yamaichi should be a major force on a world scale. We have a five-point set of principles to ensure conscientious and honourable service to the company, the customers and society.

Murray: With your aim of a 'financial supermarket" in mind, what would you cite as examples of Yamaichi's recent innovations?

Yokota: One of our most recent was "Jumbo", a high-yield five-year investment trust in government bonds which won the Nihon Keizai Shimbun (Japan Economic Daily) award for the best new product of



Yoshio Yokota, President

1982. It is a bit difficult to explain, because it involves the tax system and aa exploitation of the exemptions to favour the small investor. You can get an income tax exemption on investment trust investments up to 3 million yen. Competition is very keen in this area, with other financial institutions, particularly the trust banks, offering a range of attractive products that were beginning to draw business away from Yamaichi. So we sat down and thought and eventually came up with the idea of "Jumbo", which has been an immense success. The initial subscription period was 10 days, but we reached the ceiling in just five days. After getting the ceiling raised a number of times, we managed acar-ly 50 billion yen of business which is not bad going for the initial launch of a new financial product. The key point is that any income reinvested is also tax exempt even if it takes you over the 3 million yen limit. So after five years your 3 million yen holding becomes 4.5 million yen on a net basis. Another aew product is a unit trust vehicle which preserves the iaitial invested capital. With a aormal unit trust you cannot guarantee the capital will be preserved because the investment is being made in securities. But with our five-year product we can guarantee that at the very worst you will get your money back. It works like this ... you invest around 75 per cent of the initial amount in low-coupon government bonds, selling at a big discount on their redemotion price. After five years the bonds are redeemed at par and together with the re-invested interest the capital value is preserved. The remaining 25 per cent of your investment, meanwhile, has gone into equities with a prospect of a good return to put the icing oa the cake. I would also like to mention our Total Information Service (TIS), an on-line data base system providing a full range of information for the financial institution managing a bond portfolio. We have already installed TIS in a number of the larger city banks as well as the financial headquarters of the national agricultural coa similar system for corporale customers which we hope to launch in the near future. Murray: What is the venture business situation in Japan? Yokota: Venture businesses have attract-

operative movement. We are now working on

ed a lot of attention in the United States, but the environment in Japan is very different. Here, if there is a new idea, it is often brought along within the company or a subsidiary. You don't normally have a spin-off. Banks traditionally have had close links with companies and have provided loan capital for new operations, and so the idea of launching a venture business using equity finance is somewhat alien. Despite the difficulties of applying an American approach to Japan, we set up a venture capital management company, Yamaichi Uni Ven, at the end of last year. The actual investment in venture businesses is made by the participating investors acting as a partnership. I am glad to say that the first partnership, Uni Ven I. raised 2.3 billion yen and the second. Uni Ven Il, 1 hillion yen. For a variety of reasons these partnerships are not open to individual investors and Uni Ven I is only investing in companies thought to be close to going public, while Uni Ven II is looking for attractive venture businesses coming up for secondary stage financing. It's going to be some time before we see real U.S. style startup financiag in Japan. However, in one respect there is similarity between the U.S. and Japan - the shortage of the right quality of venture business. Nevertheless we have already managed to invest in four businesses, I'm glad to say.

Simple ideas to save money

Murray: How do you develop new financial products? I don't suppose you have a R & D department like companies in the manufacturing sector.

Yokota: No. We have a new products committee, with members drawn from the main areas of our operations. We get input from our sales braaches on what our customers want. Then we carry out computer simula-tions to see if it will work. There is a tremendous flow of information from our customers. not just from our branches but also through our door-to-door marketing approach. The QC circle movement, which has been so successful in the manufacturing aector, is also making inroads into the aervice sector now. We carried out successful trials last year and launched it on an all-company basis in April. It has already produced results. For example, until now we have had share certificates re-registered through the trust banks. But then we thought: with many companies based in Tokyo, wby don't we approach the company directly and cut out this middleman? This is saving us millions of yen ia fees. It's a very simple idea, but it took a young brain in a QC circle to think it up. Murray: What is your view on interna-

tional operations? Yokota: We aow have five representative offices, eight subsidiaries and six affiliates overseas, and I want to see these expand ateadily. At present there are 135 non-Japanese employees on a Yamaichi Group basis. This figure is steadily rising and we want to increase local employment in all our overseas offices. Our emphasis is on promising young people who have already got a degree of expertise in their chosen area. In most Japanese organisations, iaternational or foreign departments are usually considered "non-mainstream". In Yamaichi, however, we have managed to fully iotegrate international operations iato the overall company operation both institutionally and psychologically. Purely domestic staff have tours of duty overseas and we are working on the problem of Head Office experience for overseas staff, I think this process of internationalization will greatly strengthen our base of expertise and benefit our future operations.



shipbrokers to reflect oa activity during April and to try

be in any doubt as to "the perilous position the industry has reached," whatever statistics and crystal-gazing might suggest. The market can

BY HAZEL DUFFY, TRANSPORY CORRESPONDENT LACK OF activity in the Gulf Eggar Forrester in the April area and as unexciting week in shipping commentary, which the dry cargo market have left emphasises that large tanker tonnage was notably excluded to assess it in terms of the from the beaeficial impact on longer term outlook for shipping.
The weekly tanker market about by stabilisation of oil prices last month. It warns that report from brokers E. A. Gibsoa warns that no-one should be in any deals. any firming in the sector is unlikely until, and if, restock-ing takes place later in the year, and even then this may be frustrated by the continuing over supply of such tonnage.

statistics and crystal-gazing might suggest. The market can only regain aaything like its previous position, say tha brokers, if the surplus of large vessels is reduced by acrapping at a faster rate thaa at preseat.

The same point is made by for some time.

World Economic Indicators TRADE BALANCES

	Mar. '83			Mar. '82
Exports	40.10			41.76
	34.60	29.43		35.34
	5.50	3.73	2.70	6.40
	E 283	4.892	4.585	4.584
			5.076	4.362
			-D.491	+0.222
DMAIICE			Dec. '87	Feb. '83
_		Jan. 03		18,614
Exports				19,570
Imports		20,021		-956
Balance	2,689	- 2,628	- <u>2,8</u> 07	
	5) 77	55.80	55.44	SI.03
			6I. 64	57.14
			-6.20	-&II
Balance				2.874
Evports	2,780			
	2,420			2,787
	+360	+ 244	-69	_ +87
Deliderance	- 187	Dec. 187	Nov. '82	jan. 'BI
	Jan. 43			7,650
Exports	8,749			9,266
Imports	11,357			-I,616
	-2,617	1,133		
		218.8		I56.4
		217.7		193,5
			-34.5	—37. 1
. Balance	T31.1	• • • • • • • • • • • • • • • • • • • •		
		Exports 40.10 Imports 34.60 Balance 5.50 Exports 5.283 Imports 4.907 Balance +0.376 Feb. '83 Exports 19,015 Balance -2,689 Exports 52,777 Imports 60.38 Balance -7.61 Exports 2,780 Imports 1360 Feb. '83 Exports 1,357 Balance 11,357 Balance 2,617 Exports 11,357 Balance 2,617 Exports 11,357 Balance 2,617 Exports 11,357 Balance 2,617 Exports 197.6	Exports 40.10 33.16 Imports 34.60 29.43 Belance 5.50 3.73 Exports 4.907 5.030 Balance +0.376 -0.138 Feb. '83 Jan. '83 Exports 16,326 17,393 Imports 19,015 20,021 Balance -2,689 -2,628 Exports 60.38 65.37 Balance -7.61 -9.57 Exports 2,780 2,925 Imports 60.38 65.37 Balance +360 4244 Jan. '83 Dec. '82 Exports 11,357 9,712 Imports 11,357 9,712 Balance -2,617 11,357 Balance -2,617 Exports 11,357 9,712 Exports 11,357 9,712 Imports 197.6 217.7	Exports 40.10 33.16 32.35 Imports 34.60 29.43 29.45 Balance 5.50 3.73 2.70 Exports 4.907 5.030 5.076 Balance +0.276 -0.138 -0.491 Feb. '83 jan. '83 Dec. '82 Exports 16.326 17,393 16.347 Imports 19.015 20.021 19.154 Balance -2.689 -2.628 -2.807 Exports 52.77 55.80 55.44 Imports 69.38 65.37 61.64 Balance -7.61 -9.57 -6.20 Exports 2.420 2.681 -9.57 64.20 Exports 2.420 2.681 -6.9 Feb. '83 Dec. '82 2.514 2.583 Hajance 13.6 3.7 Dec. '82 9.660 Hajance 11.357 9.712 10.401 Exports 11.357 9.712 10.401 Balance -2.617 -1.135 -9.42 Exports 11.357 9.712 10.401 Exports 19.76 217.7 238.0

STATISTICAL TRENDS: CHEMICALS

U.S. industry gains market penetration

rhe chemical industry, particularly bulk petrochemicals, bas had a traumatic couple of years. One effect can be seen in the employment trends in the industry. The decline in the UK and Japan is the most marked, with the U.S. the least affected until recently. The figures for individual companies echo this.

Turnover figures show the U.S. companies as the giants of the industry now. The fact that fewer companies manufacture each chemical in the U.S. than in Western Enrope has helped to keep prices up. American companies the U.S. than in the U.S. the U.S. than in the U.S. than in the U.S. the U.S. than in the U.S. the U.S. than in the U.S. the prices up. American com-panies have suffered losses in profitability, but not so acutely as their competitors

The market share of U.S.-based companies rose from 44.3 per cent in 1980 to 48.7 per cent in 1981, while the shares of those based in the UK. France, West Germany and Italy all declined. Overall, the EEC share fell from 36.9 per cent to 32.5 per cent.

Capital investment in the industry was also generally down. As a proportion of investment in manufacturing as a whole it has tended to decline since 1975, reflecting the completion of major projects and fears about the profitability of new investprofitability of new invest-ments.

The regional share of world trade in chemicals shows Western Europe's dominant role, but North

CHEMICALS have traditionally recorded higher rates of growth in production than manufacturing as a whole. This was the pattern in the second half of the 1970s, except in the developing countries and Eastern Europa. But industrial production indices for chemicals reveal the fail-off in growth since 1980, especially in Western Europe. The chemical industry, particularly bulk netrochemicals reveal the result of the industry since 1970, our sumption. Imports have risen as a proportion of consumption and exports as a proportion of output in nearly every major producing country.

Expected rates of growth in demand for bulk petrochemicals are probably too low to avoid substantial further cuts in capacity. World ethylene capacity increased by 37 per cent between 1975

Commentary by Our Economics Staff; data analysis by Financial Times Statistics Unit; charts and graphs by Financial Times Charts Department.

and 1980 (and more than doubled in the developing countries), leaving producers with very low utilisation rates in the face of falling demand.

in the face of falling demand.
One estimate is that over a third of Europe's athylene creckers are candidates for cutbacks or closura. The industrial Structure Council in Japan has recommended a one-third cut in Japanese ethylene capacity, while the production of ethylene in Italy is scheduled to fall by a quarter this year. The problem of over-capacity has been increased by the prospect of new plant in the Middle East, Canada and Mexico, at lof which will have the advantage of cheap feedstocks.

The best hopes for profit-ability lia in the special pro-duct areas lika pharmaceu-ticals, rather than the bulk

Аппо	al average	JCTION growth rates 10-75		75-80
	Mofting.	Chemicals	Mosting.	Chemicals
World*	4.1	4.9	4.6	5,4
Developed market	2.0	3.2	4.1	5.4
N. America	2.1	3.8	4.6	6.5
EEC	1.2	2.3	2.9	4.0
EFTA	2,2	3.2	2.6	4.4
CMEA	8.9	10.0	5.8	5.4
Developing market	7.2	7.9	5.0	4.9
* Excluding Albania, C	hina. Nort	Korea and	Vietnam.	

General 150 CHEMICALS PRODUCTION NOICES

INDUST	RY ITURNOVE (\$m)	R
	1980	1981
West Germany	59,794	51,548
UK*	41,314	37,607
France*	37,885	33,376
Italy	28,141	24,193
Benefux*	16,535	15,336
Netherlands	14,322	13,560
U.S.	158,100	184,900
Japan	78,937	79,467
 Excluding fibres. 		Source: CEFIC

	Annual average GDP Manufacturing Chemica				
		1-2-m-ccui iiq			
W. Germany	23	1.2	2.5		
UK	1,1	-4.9	2.0		
France	3.1	2.1	4.2		
Italy	2.9	3.3	5.4		
Netherlands	23	1.8	4.1		
U.S.	3.1	10,3	10.7		
Japan	4.6	4.5	4.7		
- 4		5	oproe: CEFIC		

Trade

		share %
218.3	· :	48.7
		14.2
54.3		12.1
		7.6
		4.1
		3.0 3.4
		3.4
		1.3
140		3.2
442.7		100
	63.7 54.3 34.2 18.2 13.2 15.0 5.6 14.0 448.7	53.7 54.3 34.2 18.2 13.2 15.0 5.6 14.0

EVAPUS	YMENT MOY		177		1975	K
10-			Waste	emany	X	
	# · · · ·		1004.1			
1	7 - : : :	Frenc		14		
0		- Nelter				
	Japan			PAGE 1		K

V- C	-	-17.5
Kao Soap gp*	japan UK	-16.1
Squibb	üs.	-14.E
Beecham	ÜK.	-14.4
Nippon Kayaku	Japan	14.2
Fison	ÚK.	-13.0
Occidental*	U.S.	-12.0
Montedison	Italy	-10.7
Searle GD	U.Ś.	-10.4
Courtaulds	UK	-10.1

		CHEMIC
	TRADE, 1981 Sm Balance of trade	67% Exports
W. Germany	+10,536	The Twe
UK	+4,328	W.A.
France	+2,650	250
U.S.	+11,310	Japan NAmerica
japen	+336	Developing
Italy .	-2,124	59 EEurope
Benelux	+2,735	Other 4-68
Netherlands ·	+4,846	Japan C

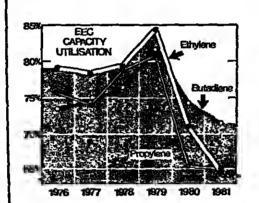
Petrochemicals

	CHEMICALS TRADE BY AREA
	EEurope 1975 WEurope
	67% WELFOR
	Exports Exports Exports
•	53% WBrope
	Other ASX 32* NAmero
	Jepan NAmerica Proports Developing 191% Imports
	Developing 64*
	59% EEurope NAmerica 7%
	Other 4-6%
	Jepan Developing Japan Developing 37% 262%
	. 254 275

	% of a	orts as apparent mption 1989	% of	rts as gross put 1980
France W. Germany Italy Spain Sweden UK U.S. • 1979.	26.1 22.4 21.6 18.4 48.6 18.1 5.0	34.7* 31.9 23.8 20.4* 53.8 24.9 5.8	29,0 35,4 19,4 5,8 33,1 25,5 11,3	38.3° 45.3 17.6 11.8° 40.5 34.9 14.1

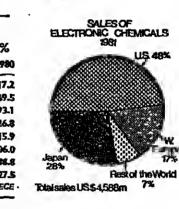
		U.S.	W. Ge	r. UK	USSR
Organic	A	24.4	21.8	18.7	10.8
	В	19.1	23.5	22.0	9.2
Inorganic	A	12.9	8.8	8.2	. 12,9
	B	12.2	8.6	10.6	26.1
Pharmaceuticals	A	8.9	9.4	15.4	8.1
	AB	7.8	8.6	12.6	7.2
Plastics ·		T2.0	22.3	14.6	2,5
	В	15.0	23.9	15.3	2.5 9.4
Fertilisers	A	11.1	3.6	2.2	39.9
	В	8.8	24	0.9	39.8
A=1975. B=1980.					
•				Sour	ce: ECE

Prod	ETHYLENE oduction and capacity Production (tomes million)		capacity uction % distribut.		Effective			
	1975	1979	1980	1980	1976	11,954	9,443	2
W. Europe of which	7.8	12.3	10.9	32	1977	12,308	9,639	
EC	7.2	11.0	9.6		1978	12,504	7,910	
N. America	9.3	13.7	12.5		1979	12,984	10,960	2
Japan Centrally planned	3.4 2.0	4.8 3.0	4.3 2.6		1980	13,542	9,612	4
Devipng. countries	1.1	2.7	2.3	7	1981	13,949	9,039	5
				Source: ECE				
								_

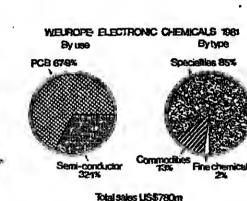


OLEFI Estimated		onsump? growth		Ratio of expo	ets to imp	
		1980-85	1981-85		1960	198
Ethylene	<u> </u>	1.1	3.3	France	364.2	217
Edil sales				W. Germany	329.6	169
	В	1.4	3.5	ltaly	116.3	93
Propylene	A	3.7	3.6	Netherlands	226.8	126
	B	3.7	3.6	UK.	839.7	315
B. tad Care	- N	1.9	2.5	Switzerland	644.0	406
Butadiene	A	1.7	2.5	U.S.	1,069.6	348
A=EEC.	B= W	Europe.		Japan	107.9	27
		Sou	ce: CEFIC	•	So	urce: EC

Pharmaceuticals



Electronic



274 360

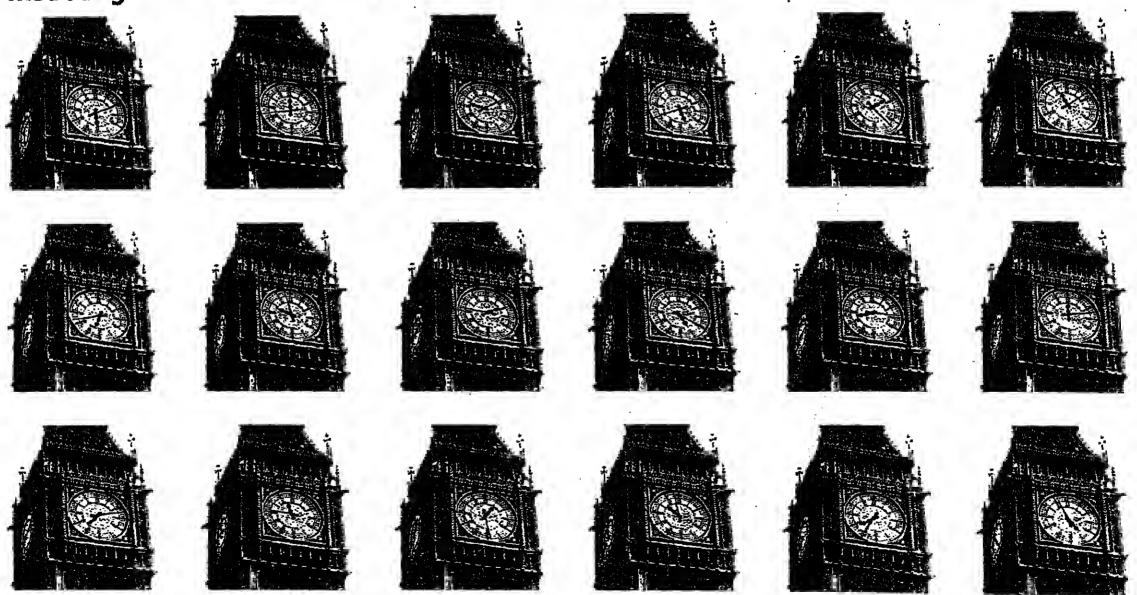
276 137 161

168

Source: CEFIC

FLY THE LEADER.

The Boeing 737 fleet has the best on-time record in the U.K.



No other major jetliner fleet can match the dependable performance of 737s. Day in and day out, hour after hour, the eighty-six 737s flown by U.K. airlines move people into and out of European cities. This year alone, 12 million passengers will fly 737s on U.K. airlines. The record shows a 99% on-time reliability. Soon the 737-300, with new efficiencies and even quieter performance characteristics, will be ready for service. It's one more way Boeing is working to keep air fares one of the world's best travel values.

EORIHE AWERAGE FAMILY THE WRITING'S ON THE WAIT.

St. Peter's **Private Hospital** & Clinic KEEP OUT

> STKILDAS PRIVATE SCHOOL

Here's a simple sum.

The average family's weekly outgoings on food, housing, rates, water, clothes, heating, lighting, loans, etc are about £91.

The average employed worker takes home £108.

Making ends meet is hard.

The average unemployed worker takes home £62. Making ends meet is impossible.

And yet all of us are supposed to look forward to a future of private schools and private hospitals.

(You could also throw in private housing, since our council house-building has been cut by 75% in just three

Well, some politicians have an answer.

The best education and medicine money can buy is everyone's right.

All you need is the money to buy it.

The old, the mentally sick, the physically disabled, can stand on their own two feet. If they've got the cash.

Right now, the Government is giving employers £4 million a year in tax concessions to convince you that health insurance is the answer.

It isn't.

Insurance companies prefer to insure fit people.

That's business.

If your child has an allergy, he's a risk. If your insurance runs out half-way through a serious illness, you pay the bill.

It's the same with education. An education voucher, which is what the Government would like to introduce. will be as much use as a luncheon voucher at the Savov. You'll only be okay if you can pay.

A Section of the Contract of t

 \mathbf{p}



IF THIS GETS YOUR VOTE SIGN IT AND SEND IT TO YOUR MP

THIS ADVERTISEMENT IS SPONSORED BY NALGO, THE PUBLIC SERVICE UNION.

From Vancouver To Panama.



Johnnie Walker Red Label

THE CLASSIC SCOTCH WHISKY ANYWHERE

All gas prices now likely to be frozen for next five months

THE British Gas Corporation has met its target of an average 3.5 seems set to freeze domestic tariffs per cent annual rate of return on until October I. It is likely that price increases will then be restrict-starce, that in 1982-83 it made a ed to less than 5 per cent.

The move will give some respite to domestic users of gas who have seen their bills double in the past three years. In that time tariffs were raised twice yearly, on April 1 and October 1, to the present rate of

33.5p a therm.
This year, however, April passed without any sign of a tariff revision. British Gas said it could not take a position on its pricing structure be-cause the Energy Department had not yet fixed a financial target for the present 1983-84 fiscal year. The department argued that the

erate on the basis of the previous year's financial target and was free to adjust prices if it was thought necessary.

The department added that the new target was still under consider-

ation in view of a recent exchange of information between the corpora-tion and Whitehall officials. pre-tax profit of about £560m.

In view of its profitability it is doubtful whether British Gas would have wanted to raise prices last month, even if its new target had been set

the government order which forced prices up by 10 per cent in real terms from early 1980. As a result domestic tariffs were raised twice yearly by 27 per cent in 1980, 25 per cent in 1981 and 22 per cent in 1982. giving an accumulated increase of exactly 100 per ceot.

The move was aimed at redressing the balance between prices paid hy industry and the much lower tariffs paid by domestic gas users.
Energy Secretary Mr Nigel Law

son has already told British Gas that he hopes future domestic prices will not be raised more than the rate of inflation.

on and Whitehall officials. industrial gas prices are being fro-In the past few years British Gas zen until October.

Birth drug inquiry ends

drug's manufacturer saying it had

neth Clark last year rejected a recommendation for wider use of the drug. This recommendation was made by the Committee for Safety

A panel of five independent ex-

A FIVE-DAY hearing on the safety findings, expected to be reeched of Depo-Provera, an injectable conwithin the next few weeks, will be traceptive, has ended with the referred to Mr Clark for further ac-

The hearing was requested by Upjohn, the U.S. drug manufacturer, after Health Minister Mr Kenneth Clark last transmission of the company did not believe public hearings were not clark last transmission.

was necessary to demonstrate thet the drug review process is exceptionally probing and that the comperts heard evidence from 24 wit-nesses during the hearing. Their ing the drug."

Ministers likely to back opt-out pension proposal

PROPOSALS to allow employees to able to choose between remaining job. But the pension would not be senior ministers for inclusion in

A series of studies, both in White-hall and the Conservative Party, bave recommended that individuals should assume more responsibility for their own pension arrangements. This is seen as a major step

ments. This is seen as a major step towards transferability of pension rights, thus aiding labour mobility. The proposals would fit in with the manifesto's likely major theme of strengthening property owner-ship. This will also involve measures to extend employee share ownership and further incentives for the sale of council houses and

The essence of the pension pro-posal is that employees should be transfer their rights when changing

opt out of company pension with their company scheme and schemes look likely to be backed by making their own provision. Anyone who opted out would have either to take out a pension contract with a life company, with limits self-employed, or to invest directly in a list of securities approved by the Government. Both employee and employer would still have to

> At present most workers are compelled to join company schemes and those lenving in mid-career generally suffer e loss or restriction of

The advocates of change argue that workers would be encouraged to take more interest in their pension provisions, while those making

of final salary as under compan

Moves to stimulote more individual responsibility for pensions were discussed by the Family Policy Group of ministers and have been

studied by the Central Policy Review Stuff (the Think Tank). Action to encourage transferabili ty of pension rights has also been recommended by the party policy group under Mr Keith Wickenden, MP for Dorking, while last weck the Centre for Policy Studies, the research body with close links to Mrs Thatcher, urged legislation to allow employees to have their own personal contracts.

Both the Treosury and the Department of Health and Social Security are said to be very sympath-

British Airways 'will report £60m profit for last year'

BY LYNTON McLAIN

BRITISH AIRWAYS (BA) is expected to report a net profit of £80m after tax and interest for the financial year which ended on March 31. The trading profit is likely to be in excess of £150m, compared with £13m in 1981-82.

The results, if confirmed after tomorrow's BA board meeting at the City of London Guildhall, will represent a rapid turnaround in the trading performance of the state-owned airline, which made a record loss after tax and interest and extraordinary charges of £544.8m in 1981-82. The airline is still expected, however, to report that it has more total liabilities than assets. ft would be

expected to give an assurance to Ernst and Whinney, BA's auditors. that adequate financial resources will be available to meet the board's

He did this in 1981-82 when BA had a £256.7m deficiency of assets over liabilities. In the latest unaudited results, for 1982-83, the deficiency has been cut to about £100m. The expected 660m profit after tax end interest payments for the

last financial year compares with the £118m loss after interest, tax and other charges in 1981-82. This was the loss before British technically bankrupt if it was a Airways included a record £426.4m

company with no guarantor, but in extraordinary charges for redun-trade Secretary Lord Cockfield is dancy payments and for increased depreciation of aircraft and building assets.

> The extraordinary charges included £128m for redundancy payments for 1981-82, when staff numhers fell 18 per cent to 42,012, and a provision of about £70m for redundancy costs of 7,000 planned job losses in the 1982-83 financial year. This would have taken the total

> King's target of 35,000. The current total staff at British Airways is, however, still above Sir John's target. It is estimated to be

staff down to chairman Sir John

Shareholders probe **Barclays** policies

BY ALAN FRIEDMAN, BANKING CORRESPONDENT

BARCLAYS BANK is spending £4.5m a year on its Saturday morning branch opening scheme. This was disclosed last week by Mr Timothy Bevan, chairman of the bank, in response to questions from a sharebolder attending the annual general meeting in London.

Mr Bevan refused to comment on the profitability of the scheme, which was started last August and involves the opening of 400 branches on Saturdays. He termed the programme a "success" how

The Barclays Bank board came

under fire from shareholders on a number of issues, ranging from the question of why the bank does not offer interest-bearing current ac-counts to its international loan exposure and its involvement in South Africa and Namihia. One sharebolder pointed out that

Barclays acts as a clearer for the new cheque account offered by merchant bank Robert Fleming and Save and Prosper. "If they can do it

why can't you?" asked the share

Mr Bevan replied: "The short answer is they haven't got 3,000 branches and staff to maintain and

Commenting on Barclays' overseas loan exposure (the bank said its total cross-border exposure was less than 10 per cent of its £59bn group assets), a shareholder urged the Barclays board to "take a little

Mr Bevan said be hoped 1983 bad debt provisions would show a downturn on last year, but said it was possible that more companies would fail even as the UK emerges from recession.

Several shareholders asked Bar clays Bank to close down its bank branches in northern Namihia, which they said were servicing South African troops, now occupying the territory illegally under United Nations rulings.

Bankruptcies increase

BY JAMES McDONALD

THE number of bankruptcies in England and Wales in the first quarter of this year rose appreci-ably compared with the last three months of 1982, according to figures published in British Business, the official journal of the Departments of Trade and Industry.

Company liquidations showed a slight rise in the first quarter of this year compared with the previous three months.

× 6362

On e seasonally-adjusted basis, total company liquidations rose over the two quarters by 2.5 per cent to reach a new peak of 3,240, compared with a revised estimate of 3,160 liquidations in the final quarter of 1982.

Compulsory liquidations rose from 990 in the fourth quarter of 1982 to 1,040 in the first three mooths of 1983, while creditors' voluntary liquidations rose over the same period from 2,170 to 2,200.

Rents slow to reflect recovery

RENTS for UK industrial property will continue to decline in real terms throughout the remainder of 1983 but should slowly recover next

If they do rise, it will be the first time they have shown any real growth for five years and by the end of 1984 they will still only be back to the level recorded at the end of 1982. The forecast comes from Hillier

Parker May & Rowden, the estate agents and surveyors, who say that while industrial output may finally be picking up, it could be up to a year before rents for industrial property reflect the improvement.

The agents say that, after taking inflation into account, industria rents have been falling for about 31/2 years - longer than the previous de-cline recorded during the slump of the mid-1970s. They now stand at their lowest inflation-adjusted level for more than 15 years.

According to Hillier Parker: The takers of new industrial property, which include non-manufacturing users in distribution and services are fairly insensitive to rent and are not likely to be attracted to the vast quantity of old buildings standing vacant. So rental recovery could come, but not for some months and not to a dramatic extent."

Recent surveys suggest that the record stockpile of vacant industrial space in the UK is in excess of 175m sq ft, although the rate at which the total has been growing has recently



INTERNATIONAL GENERICS GROUP OF COMPANIES

are pleased to congratulate management and staff of its wholly owned subsidiary

INTERGEN BEAUTY PRODUCTS LTD.

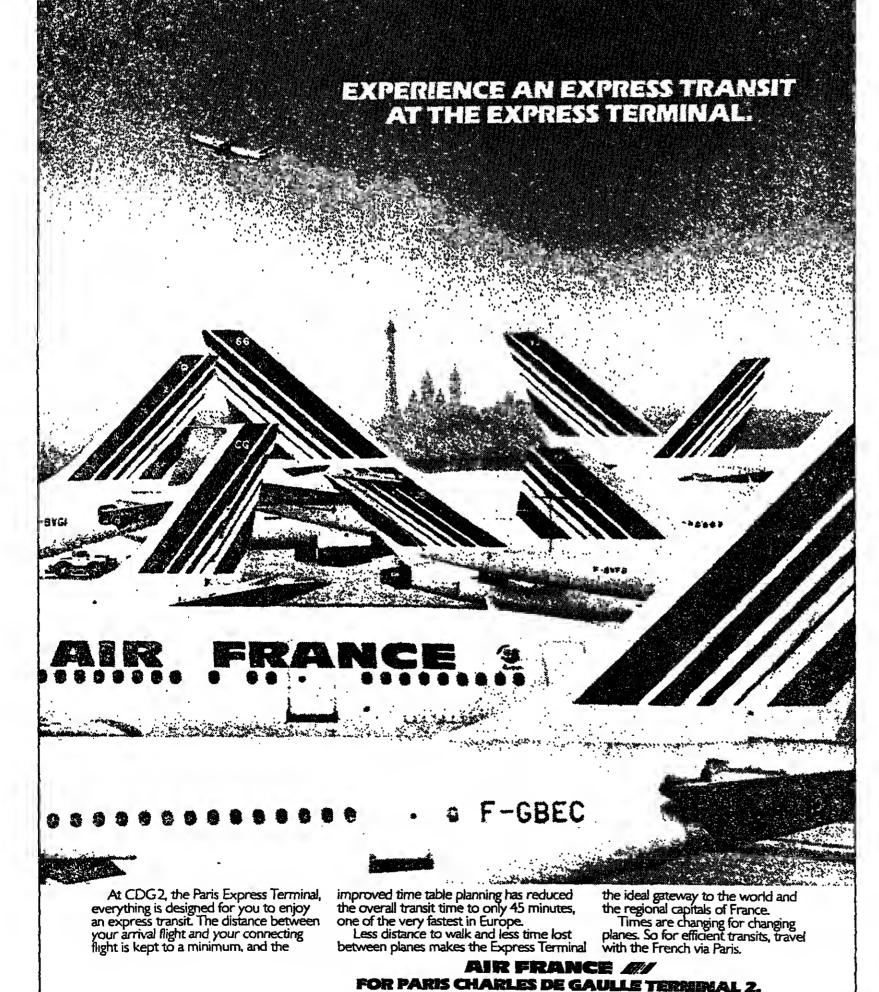


on receiving The Queen's Award for Export Achievement

The I. G. Group of Companies, in addition to being manufacturers of Branded and Own-Brand Soap and Toilatries for UK and Export merkets, are equally ecrive internationally in Pharmaceuticals and

major turnkey operations in the fields of Construction, Television Broadcesting, Housing end Hotels as well as offering Hotel Managament Services and Freight Handling Facilities.

I.S. Group of Companies, Intergen House, 65-67 Western Road, Hove, Sussex. BN3 2JQ



pushed up by cost of fresh fruit

By David Churchill, Consumer Affairs Correspondent

THE Financial Times Grocery after several months of only marginia a strong attack on his record.

The April index stood at 150.25. compared with 148,27 in March. The last time the index increased by a | the Government's greatest failures similar proportion was last autumn. has been in the area of law and or-The reason for the jump in April | der." was almost entirely due to higher fresh produce prices in the 25 stores included in the price survey which goes to establish the monthly index. · The fresh fruit and vegetables

section of the basket rose in cost from £299.57 in March to £330.28 in April. Such an increase probably reflects the fact that early season sup-

plies of home-grown produce were not yet widely available in the stores in the FT survey. However, since the prices were monitored in late April, trade sources indicate that fresb produce prices bave fallen.

The FT Grocery Prices Index is compiled from a list of more than 100 food items monitored each month in some 25 stores throughout the UK. The stores range from large superstores to small village

The index, however, is meant only as a guide to trends in food prices and should not be taken as an absolute indicator of price levels.

The FT Grocery Prices Index is copyright and may not be repro-duced or used in any form without consent. All inquiries should be made to Lucinda Wetherall at the Financial Times

sug_e Cro.

in the ma

house ye

atomize,

701.00 Ag

Mathagle

 Food manufacturers experienced a "difficult" year in 1982 according to Mr Ronald "Tug" Wilson, presi-dent of the Food Manufacturers'

Mr Wilson, writing in the Federation's annual report, says that "profitability remained depressed with margins bumping along at little bet-ter than 4 per cent." He also said the food market in general was static while food prices lagged behind the inflation rate.

Meanwhile, Dr John Beaumont of the Institute of Grocery Distribut of the World Cricket Cup so that the tion told yesterday's session of the | BBC might not have enough cameinstitute's annual conference that ras to go round. there were a number of growth op-

Food index Tory group calls for Whitelaw to leave Home Office

BY PETER RIDOELL, POLITICAL EDITOR

MR WILLIAM WHITELAW should The main themes of the article be switched from the Home Office are that Mr Whitelan's presentaafter the next election, says tha spring issue of Crossbow, the jour-Prices Index rose sharply in April | nal of the Conservative Bow Group, Crossbow echoes the tone of more overily hard-line Conservative groups and argues that one of

> It says the issue has now become bound up with Mr Whitelaw's per-sonality and demands: "In the event of the Conservatives winning a fresh mandate at the next general election, Mr Whitelaw's switch to another department must be a mat-ter of high priority."

A change towards a "more abrasive approach to crime" is urged. "In essence, it is a case of replacing a Prior by a Tebbit, says Crossbow. This does not represent the Bow Group's collective opinion but the bluntness of the tone underlines how far the group has moved from its days in the 1850s and 1960s as a predominantly moderate and "liberal" body, especially on social and bome affairs issues.

The article also indicates how unagainst a background of bitter ease about Mr Whitelaw's record struggle between the Left and the has become quite widespread in the Right, both trying to get their champions nominated.

Election guessing-game approaches its climax BY PETER RIDDELL, POLITICAL EDITOR

THE dates of the Wimbledon tennis most-mentioned date, despite some championships and the World Cricket Cup bave become ingredients in the pot of election speculation along with the Williamsburg economic summit and the Stuttgart European Council.

In the absence of firm evidence or of a Prime Ministerial decision no factor is apparently irrelevant enough to ignore.

Westminster pundits have pointed out that an election on Thursday

The Labour Party is staking half June 23 would clash with the first week of Wimbledon and the climax

Nevertheless, June remains the

tion has been wrong and that the departmental view of the Home Office is excessively liberal and too

than the victim. It says: "Voters are looking to Government to bring about a change in attitude towards treating crime. This means elevating the feelings and fears of the victim

concerned with the criminal rather

above that of the criminal. "A future Conservative Government imbued with a fresh mandate should focus attention on an issue which to many people occupies as much attention as the economic issues which have of necessity predominated during this Govern-

ment's first term." Mr Tony Benn, Labour's leading teft-wing MP, is likely to be selected for a constituency in Bristol, the city which has been his power base and has returned him to Westminster for more than 30 years, writes John Hunt.

Next weekend the local Labour Party will select candidates for three Bristol constituencies which have been redrawn by the Bonndary Commission. The selection is

She is due to discuss the issue with

hedging on the 9th and 16th. The election must be held by May 1984. Mrs Thatcher is expected to announce her intentions in the next 10 days. She is under considerable pressure to make an early statement in view of what is seen as a damaging period of uncertainty.

its campaign funds on an early general election. About £200,000 will be spent in the next lew days on a series of advertisements in the high-circulation popular newspapers, and a further £100,000 is to be handed favourite month and the 23rd the over to constituency parties

senior advisers at Chequers on Sun-

fire costs fall 15% in quarter

FIRE DAMAGE costs in March fell by more than £8m to £24.9m, according to figures issued yesterday by the British Insurance Association.

This cost was more than £16m below the damage costs for March last year and brought total fire damage costs in the first quarter of 1983 to 195.5m more than 15 per cent lower than damage in the first quarter of last

There was only one major fire ceeded film - the fire at the London Co-operative Society's gen-eral department store at Riord.

There were seven more fires where damage in each case was at least £250,000, compared with the average of around 12 such fires a month.

Airport freight traffic up 65%

A 65 per cent increase in airfreight carried is reported by Mr Eric Dyer, director of the East Midlands Airport at Castle Don-

ington, near Derby.

More than 7,500 tonnes of cargo and mail were moved, and in the same eight-month period al-most 300,000 passengers used the terminal, an increase of 17.5 per

1,800 miners go back to work

A TRUCE has been called in a strike by 1,800 miners at Shire-brook Colliery, North Derbyshire, who have agreed to return to work today. If a meeting with the National Coal Board today does not settle their grievance they will resume their two-day strike immediately. The men walked out when six

miners were moved from development work on to production work on the coal face.

Stepping East

THE footwear firm Allen and Caswell, of Kettering, Northants, has won a £250,000 order to sup-ply men's quality shoes to Middle East countries.

Damage by UK's new heavy lorries make cautious start

INTERNATIONAL baulage operators and carriers of industrial products such as hulk liquids, gases and steel are investing heavily in new 38-tonne lorries, which became kegal in the UK on Sunday.

Most of British industry, however, has responded to the new lorry weights with a "wait and see" attitude, in spite of years of lobbying or heavier lorries.

High on the list of reasons for industry's lack of enthusiasm is the state of the economy and the difficulty of the road haulage industry in raising its charges. Figures from the Freight Trans-

port Association show an increase in commercial vehicle operating costs for the year to March 1 of 8 per cent, while road haulage rates rose about 3.5 per cent. The figures for costs relate to the

period before the new rates of vehicle excise duty were announced in the March budget, when duty on heavier lorries was increased by up to 26 per cent. The Government said it would

make heavier lorries pay their share of road maintenance costs. but the haulage industry was unpleasantly surprised by the steepness of the increases.

The duty on a 38-tonne two-axle trailer and three-axle tractor is just under £3,000, against £2,300 for a 32.5-tonne lorry. It is over £3,000 for the two-axle tractor and three-axle trailer 38-tonne combination, which causes heavier wear to the roads.

THE HAMBRO LIFE property

funds bave paid about £20m for the

long leasehold interest in Broad

Street House, the major City of

The building bas been purchased from Trafalgar House Develop-

ments and the deal represents the

biggest single property purchase made to date on behalf of Hambro's

property and property pension funds. The combined value of the

two funds now stands at around

Broad Street House contains

77,000 sq ft of office space and some ground-floor shop units.

The sale represents one of the

London office block.

Hambro buys in City

largest property deals recently seen derlines the group's continuing in the City and comes at a time switch away from property.

Many operators, however, point out that the cost benefits of heavier lorries are still considerable, even after taking into account higher du-

tor of Tankfreight, part of the National Freight Consortium, says costs will drop "between 6 and 8 per cent." Tankfreight is spending £4.5m in bringing one fifth of its fleet up to 38-tonne capacity to carry loads such as gases, beer and waste materials.

Mr lan Dallison, manager of inland transport for British Steel Corporation, estimates a "net cost per tonne benefit of 6.5 per cent." The fleet at BSCs plant at Shotton is taking delivery of 10 three-axle trailers designed by Crane Frueh-

We are also encouraging the hauliers we engage for the bulk of our deliveries to invest in heavier lorries, Mr Dallison says.

International operators, large and small, bave been waiting for the opportunity to compete more effectively with their European Conunental counterports, where higher limits have been permitted for several years.

Ferrymasters took delivery at the beginning of the week of the first 100 vehicles which will lead to the virtual replacement, costing £5m, ol its UK-based tractor fleet. Norfolk Line will be bringing in 300 threeaxle trailers this week and an other 300 by the end of year.

when investment interest in proper-

ty has been weak. Modern, central-

ly located office premises have con-

tinued to find buyers, however, and Broad Street House is just such a

Hambro is not disclosing details

of current income from the six-year-old, air-conditioned building,

which is fully occupied by tenants such as Midland Bank Finance, the

Bank of Scotland and Manufactur-

ers Life Insurance. The remaining

lease is thought to run for about 120

years and the freeholders are the City of London Corporation.

For Trafalgar, the sale un-

Cowan Brothers (Haulage) based in Felixstowe, Suffolk, is converting ball its 12-vehicle fleet to 38 tonnes. More than two-thirds of Cowan's business is distribution of containerised traffic brought in through

ing more cautiously. The Departmen, of Transport has received only 1,683 applications for licences to permit existing lorries to plate up to

the 7,600 a year 38 tonne lorries the next five years, according to the

prediction of the FTA. A sales boom at least in the nea future, is unlikely for the truck manulacturing industry, which is showing only laint signs of recovery from its worst recession for 30

two thirds of the level in 1978.

Instead, those moving to the higher weight were opting for trail-

Most of British industry is react-

That is only about one quarter of which will come on to the road in

years. In the first quarter of this year heavy truck sales were only

Leyland Vehicles, BL's truckmaking division, is to introduce a threeaxle version of its T45 Roadtrain in the late summer.

Leyland said at the weekend, however, that after talking to sever-al thousand operators, it had found only a smalt proportion planning to move to the higher weight, and an even smaller proportion planning to operate tri-axle tractors.

ers fitted with three axles.

FT publishes Mergers and **Acquisitions**

9

THE FIRST issue of the 1985 edi-tion of Financial Times Mergers and Acquisitions, the quarterly cumulative publication which records all mergers, acquisitions and buyouts that have appeared in the FT. has been published by FT Busi-

ness Enterprises.

Each entry lists the names of the hidder and target company together with their industry sector, the price paid for the acquisition (where available) and the date on which the articles appeared in the Finan-

Edited by Mr Philip Healey, the annual subscription rate is £85 (UK) or £95 (overseas) and the publication is available from Bracken House, Cannon Street, London EC4P 4BY.

Stores bring in new computers

By Our Consumer Affairs Cnrrespondent

TWO leading British and American retait chains - Marks and Spencer and J. C. Penney - are to re-equip their stores with new sophisticated NCR computer equipment.

Marks and Spencer has placed a C3.5m, order with NCR for 267 micro-computers to be located in evory one of its UK stores.

In the U.S., the J. C. Penney chain is buying NCR's sophisticated point-of-sale electronic checkouts for 1,000 of its smaller stores.

US\$120,000,000 Guaranteed Floating Rate Notes due 1984

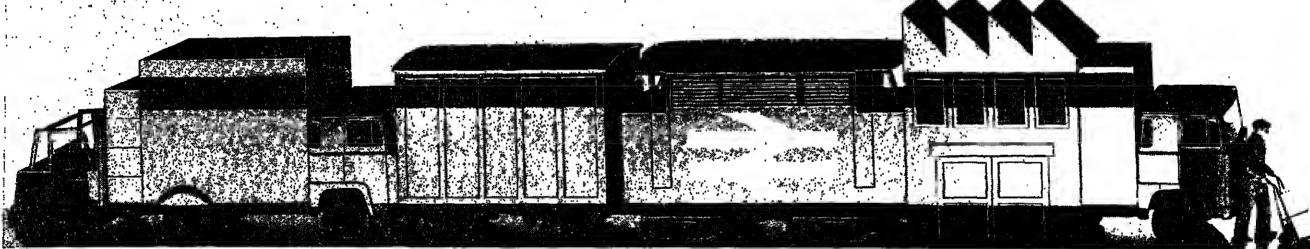
Citicorp Overseas Finance Corporation N.V.

(incorporated with limited liability in the Netherlands Antilles) Unconditionally Guaranteed by

CITICORP •

n accordance with the terms and conditions of the above-mentione Notes and the Agent Bank Agreement dated as of November 28, 1979, between Citicorp Overseas Finance Corporation N.V. and Citibank, N.A., notice is hereby given that the Rate of interest for the third one-month sub-period has been fixed at 9½, per annum and that the interest payable for the third one-month sub-period in respect of US\$10,000 nominal of the Notes will be US\$81.11. The total amount due for Coupon No. 14 payable May 31, 1983, fe115528.74.

By: Citibank, N.A. (CSSI Dept), Agent Bank



Speedlink have just designed a distribution system that's more than just a train.

Aftertwo years on the draw-packaging, handling, order ing board we can now unveil our new Speedlink Distribution service.

And if it looks a little curious, it's only because there's more to it than trains.

What we've come up with is anintegrated distribution system. A door to door delivery service that gets a company's goods from the factory to the point of sale. And the way we put it

together was by going into partnership with specialists in warehousing,

picking, road transport and administration. By fusing together all these separate skills, we aim to provide the most efficient distribution consultancy you could talk to.

Since every company has its own particular problems, we provide individual solutions.

Every distribution package we design is tailored to fit each client's requirements.

It's possible we'll even advise some companies not to use the rails at all.

(Incidentally, Premier Transport, Isis-Link, Transmode Ltd and other road hauliers are

as enthusiastic about Speedlink Distribution as we are).

> may not need to use our warehousing and break bulk expertise.

> > That's fine, because we can still help you on

TAILSTON CIDER'S GETTING STRONGEN FINCE THEY CAME TO US. the transport side.

To make sure the wheels keep turningsmoothlyweassign a Contract Manager to every bit of business we handle.

In truth, it'll seem as if he works for you rather than for us. The Henley Forecasting

Centre has found that by integrating distribution systems, British Industry can make its way It's also possible you into the last great uncharted area for productivity gains.

Give us just a few minutes of your time and we'll show you just what we can do for your business.

Telephone our Marketing Manager, Stan Judd, on 01-262 3232 ext. 5503, or write to him at 222 Marylebone Rd, London NW16]J.



Put your business back on the rails.

UK NEWS

How to solve a cash problem you probably don't even know you have.

We* spotted and solved a hidden problem. Transfers between company accounts denominated in differing currencies lost time and money, because they are made as the result of individual decisions even though they are routine procedures.

Our cash management analysts have created a system which automatically eliminates this problem. A system called the Corporate Concentration Account.

This Account links a parent and its subsidiaries. Denominated in a master currency it automatically generates sub-accounts in required

Remitted funds to subaccounts are kept either in their respective currencies or automatically transposed to the master currency. A hidden problem is

eliminated automatically. Extra advantage can be gained by linking the account to one of our investment Accounts which profit from Luxembourg's tax laws. A new booklet outlining the full advantages of A Boston Corporate Concentration Account is

yours for the asking. Sign the coupon or contact me direct.

*Bank of Briston S.A. is a subsidiary of The First National Bank of Boston, America's 18th largest bank, with assets of \$18 billion

Please send your booklet 'Corporate Concentration Accounts'.

THE CAMPLE I PALKER MANAGER BANKOF BOSTON S.A., 4T BOLLENARO ROYAL BANK OF BOSTON LINEWINGLING CITY LINEMBOURG TEL 2786T TELEX 2860.

reactor challenged

BY A SPECIAL CORRESPONDENT THE National Coal Board (NCB) of central planning, did not believe

the belief that the price of coal and oil will increase significantly during the station's lifetime.

The NCB is not openly opposing the nuclear power plant and is merely presenting an alternative view at the public inquiry of the prospects for fassil fact prices and coal supplies. The state-owned coal. group said it believes there will be plentiful supplies of low-cost coal for the foreseeable future.

Mr Michael Parker, NCB director main low.

has cast doubt on the economic case that supplies of steam coal would be advanced for building Britain's first limited by potential new markets pressurised water reactor at Size-

well on England's east coast.

The Central Electricity Generating Board (CECB) has built its economic case for Sizewell B largely on combustion markets of which powers. er stations were the major part. They would therefore have first call" on supplies of steam coal, he

The coal girt during the past year had been the result of overstocking and low electricity demand. Supply

There were also international reasons why coal prices would re-

N. Sea boom expected

budget, Mr Hamish Gray, Energy Minister, said yesterday at the Off-Houston, Texas.

● Elf UK has completed the CL45m se of Haoma UK's onshore oil and gas licence interests • The contract awarded to Foster Wheeler Petroleum Development

THE oil and gas industry is gearing last week by Total for the "topsides" up for another North Sea boom after tax relaxation in the 1983-84 commodation and drilling platform was worth £10m (sterling) and not Minister, said yesterday at the Off-shore Technology Conference at Friday's Financial Times. Although a subsidiary of the U.S. internation a successful of the C.S. International engineering giant, the London-based company points out that it is classed by the Department of Energy's Offshore Supplies Office as a

Coal-price case for | Government aid for computers

£200m backing a research pro-gramme into advanced information

gramme into advanced information technology and a new generation of super-computers for the 1990s.

The programme, costing £350m over five years, will be the largest-ever single collaborative research that the HK introductor research. effort in the UK involving private companies, academic institutions

Mr Patrick Jenkin, Industry Secretary, said the programme would pave the way for British informapave the way for British inferma-tion technology to be sold in compe-tition with the rest of the world. The task is beyond the resources of any single enterprise, he said. The decision, announced last

week, is the response to recommendations made last year by an influ-ential committee of academic and ndustry scientists, chaired by Mr John Alvey, British Telecom's tech-nical director. The Government has a

the recommendations but has cut its own contribution from the £250m suggested. The Government says if the programme does not se-cure sufficient industrial commitment it could become divorced from industry's needs.
A programme of collaborative re-

search is to be conducted into the

Unions put lobbying in place of strikes

By John Lloyd, Labour Editor

nounced industrial action as a means to achieve long-term indus-

means to achieve suggesters that strial and political goals.

They favour instead the classic techniques of lobbying, pressure and propaganda which hitherto have been the preserve of special-

interest groups.
This crucially important tactical shift became clear in a week which saw the launch of the Clen com-paign by the National and Local Government Officers' Association against government cuts, the step-ping up of the telecommunication unions campaign against privatisa-The Government is setting up a directorate in the Department of Industry to co-ordinate the programme under Mr Brian Cakley. tion and the reconstitution of an enlarged Triple Alliance of coal, steel and rail maions with a procurrently secretary of the Science and Engineering Research Council support for the basic industries. (SERC). The directorate will report

In each case, industrial action is to a supervisory board of industrialexplicitly or implicitly downgraded as a factic of last resort. The unions The government manay will come from funds already allocated to three departments. The Defence Ministry will spend £40m, the Education Department £50m through the SEEC and the Industry Department £110m. now recognise that they have a maor task to convince both their members and the public of the case for fundamental Labour movement principles of support for the public services, government intervention and the fight against unemploy

They also believe that they should stress these themes in the should stress these themes in the run-up to a possible general elec-tion. Speaking after the Triple Alli-ance meeting. Mr Jimmy Knapp, the new general secretary of the National Union of Railwaymen afraid of kicks in the ballot box."

The coal, steel and rail unions in particular have all experienced sharp, and sometimes dramatic, loss of membership support for industrial action in opposition to closures and cutbacks. The nine point plan agreed by the unions proposes instead a Nalgo-style propaganda campaign, lobbying of Parliament and increased educational work.

The Alliance has been broadened from its original membership of three - the National Union of Mineworkers (NUM), the Iron and Steel Trades Confederation (ISTC) and the National Union of Railwaymen (NUR) - to include the train drivers union Aslef the rail staff union TSSA, the National Union of Blastfurnacemen and the coal deputies' union Nacods.

Fewer tourists

four main areas of advanced infor-mation technology suggested by the Alvey committee. These are

Software engineering. The development of better ways to instruct computers. Britain has good soft-

ware skills but needs to develop

said commercial success would come to those who could make com-

Intelligent knowledge-based sys

tems. The transference of intelli-

· Very large scale integration. The

advanced microchips which can

cram together components needed

in the new generation of computers.

ce and knowledge to computers

plex computers truly acceptable to

BRITAIN achieved a £20m surplus on its travel and tourism in the first two months of this year, compared with a £33m surplus in the corresponding months of 1982, according to Trade Depart-

During January and February the UK had 1.28m overseas visitors, 7 per cent fewer than in the corresponding months last year, but they spent 4 per cent more at

Visits abroad by UK residents, at 1.79m, were 2 per cent fewer but they spent £355m, 9 per cent

January and February however, are not representative months. In money terms Britain is now more attractive to U.S.



Royal Opera House

'Manon Lescaut'

by Giacomo Puccini sponsored by Citibank

Gala Premiere tonight

all tickets sold

200000000000

Conductor: Giuseppe Sinopoli Producer: Götz Friedrich Designer: Günther Schneider-Siemssen

CAST INCLUDES:

Kiri te Kanawa Placido Domingo Thomas Allen

with the Orchestra and Chorus of The Royal Opera House

CITIBAN

erlisement has been placed by Ghbank N.A - 638 Strand, London WC2R 1HB.

PRINCIPALITY of MONACO

For buying, selling, renting or managing REAL ESTATE

CONSULT:

AGEDI

torizs (5th Floor) 25bis, Bid Princese Charl Monte-Carlo - MC 96000 MONACO Tel. (93) 50.66.00 - Teles: : 479 417 MC.

Exclusive Representative for the Principality of Monaco of SOTHEBY'S INTERNATIONAL REALTY

on-flight crew, we really felt that you cared." This is an authentic passenger statement

"From the ground crew through to the







Epson Introduces the First-ever Human-compatible Personal Computer QX-10.

The Human-compatible Personal Computer

Epson has designed the first truly human-compatible personal computer ever. And there's a great deal about it you're going

to appreciate. First of all, QX-10 is probably the best value on the market in CP/M®-based computers.

103 keys are sculpted to fit your fingers in a keyboard that matches ASCII standards. And there's one available for every

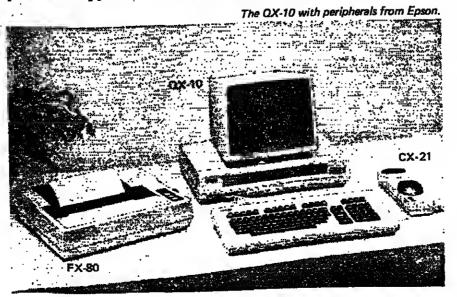
major European language. Five slots take optional interface cards to provide fibre optics, analogue/digital transfer, direct modern

communications, local area networking, and lots more humanfriendly capabilities.

There's 192KB of internal RAM memory (expandable to 256KB, 56KB of which acts as a RAM disk). QX-10 has an extended CP/M® operating system that makes hundreds of commercial software packages available to you. And a very powerful BASIC computer language as well. Epson even gives you 16 different

typefaces with a unique MultiFont character generator. The built-in RS-232C serial port lets QX-10 do lots of things

for you — like communicate with other computers, including the popular Epson HX-20 portable. The printer interface gives you hard copy. And with the light pen interface, you can work



right off the screen. There are extremely fast graphic

capabilities as well.

Another thing is Epson's unique, friendly CMOS backup memory. 2KB are protected by battery to save your selected important data, even when the machine is turned off.

But best of all is the Epson name, known worldwide for quality. In fact, if anything ever goes wrong with a QX-10, its self-diagnosis tells you right where the problem is.

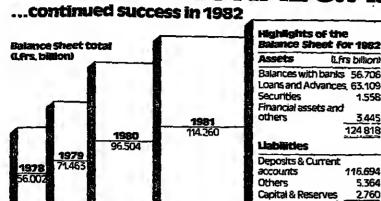
Epson QX-10. Try it, and find out just how compatible a computer can be.

Head Office: 80 Hirooka, Shiojiri-City, Nagano 399-07 Japan Phone: 02635-2-2552 Telex: 3342-214 EPSON J

Dorland House Wembley, 388 High Road, Wembley, Middlesex HA9 6UH, U.K. Phone: 01-900-0466/9 Telex: 8814169

 CP/M^{Φ} is a registered trademark of Digital Research Inc.

HYPOBANK INTERNATIONAL S.A.



in 1982, its eleventh year of activity in the Euromarket, HYPOBANK INTER-NATIONAL S.A., Luxembourg, continued its favorable development, increasing the balance sheet total by 9% to Lfrs 125 billion (US\$2 589 billion). The Bank maintained its strong position in the Eurocurrency market. The loan portfolio grew by 16%, accounting for considerably more than half

of the total assets. Services to private customers in the areas of deposits. securities, precious metals and investment consulting were

strengthened substantially. At year end, capital was unchanged at Lfrs 1565 billion. Total net worth, general provisions and the subordinated loan amounted to Lfrs 3.836 billion (US \$ The shares are held by BAYERISCHE

124818

HYPOTHEKEN- UND WECHSEL-BANK AC, MUNICH. For your copy of our 1982 annual re-

port please contact us at: 37, bd. du Prince Henri, P.O. Box 453 L-1724 Luxembourg Telephone: 47.75-1,

Cowley faces vital decision on joint venture with Honda

EINANCIAL TIMES REPORTER

A DECISION on whether British Leyland will build the new execu-tive car, planned with Honda at Cowley, may be taken next Tues-

An Austin Rover spokesman said: "I cannot confirm that the XX (code name for the new car) will be dis-cussed, but it is possible there could be a recommendation on the manufacturing location.

"If there is any recommendation, it will have to be ratified by the board of BL. But we do not have to decide where the car will be built until later in the year. Mr Harold Musgrove, Austin

Rover's chairman, says he is keep-ing his options open. The choice is expected to be between Cowley and Longbridge but he admits Cowley was the favourite before the monthlong cleaning-up time strike.

When the Austin Rover board next meets, the management and union talks aimed at settling differ-

The peace formula gives them un-til May 27. If they fail to agree by then, national officials will be called in. If the issues are not then re-solved, both parties will be free to

ences in the assembly plant will be

Mr David Buckle, the Transport and General Workers' Union (TGWU) district secretary said: "I hope the management is not going to hold the sword of Damocles over

the heads of the workers at Cowley by threatening to withdraw investment or withhold work from them. The issues of the six minutes and audited plant status should be settled in isolation from other mat-

During the strike Mr Musgrove warned that a prolonged stoppage would jeopardise future investment at Cowley. The company would invest in factories only where it could be assured of production. Austin Rover is committed to

spending another £50m at Cowley, but the XX project will involve ar outlay of more than £200m. The LM11, the next model in the new range launched at Cowley in March, is due to go into production

this year.

• At Ford's car complex at Halewood, Merseyside, management and union officials will meet separately today to discuss the decision reached by the National Joint Negotiating Committee on Friday to set up a working party to study effi-ciency plans at the factory.

New rules by Lloyd's to curb **syndicates**

By John Moore, City Correspondent

NEW rules designed to prevent insurance syndicates in the Lloyd's market from accepting more business than their capital backing can support have been announced by the Lloyd's au-

The move is designed to stamp out overtrading in the market by syndicates and to prevent heavy losses from falling on wealthy in-dividuals who pledge capital to allow the Lloyd's market to func-

An early-warning system is to be introduced to detect potential overwriting on an underwriting account. Lloyd's central services will regularly monitor the amount of insurance, premiums accepted by syndicates and will examine projections for likely business volumes which will be based on a formula.

In the past, the amount of business which syndicates can accept has been based on twice the capital supporting the syndi-cate after deduction of reinsurance premiums paid out.

Anomaly that leaves some intermediaries outside legal control

A MAJOR theme at this year's annual conference of the British Insurance Brokers' Associetion—held in Bristol last week—concerned the anomalous situation which insurance brokers would be able to constant a independent insurance of main insurance companies. tion under which insurance brokers are subject to the statutory control of the Insur-ance Brokers (Regulation) Act-1977, while all other insurance intermediaries are subject to no

authoritative control.

Under this Act, intermediaries wishing to trade as insurance brokers have to mect certain standards of education and expertise. They must also conform to certain financial

conform to certain financial standards and must display great integrity in dealing with their clients by conforming to the legal code of conduct.

Control is exercised by the Registration Council, set up under the Act, most of whose members are insurance brokers. Thus brokers have a statutory colf regulatory exercing with the self-regulatory system, with the authorities maintaining a watch-ing brief through members appointed by the Department of

Trade.
However, anyone can operate na an insurance intermediary outside the scope of the Act, provided be or she does not use the title of insurance broker. Intermediaries not wishing to register must use a different trade description—the most

register must use a different trade description—the most common of which appears to be insurance consultant.

Mr A. V. Alexander, chairman of the brokers' association, said at last week's conference there was still an overwhelming case for effective selt-regulation of insurance brokers, rather case for effective self-regulation in insurance brokers, rather than complete government control, in spite of the recent events at Lloyd's of London, the insurance market. However, self-regulation was impracticable as long as the present situation existed, Mr Alexander added

added.

The events that led to the anomaly of statutory control were described by Sir Denis Marsball, chairman of the Registration Council's disci-plinary committee and immediate past president of the

White Paper published in 1977 by the previous Labour Govern-ment envisaged only three classes of persons being permitted to sell insurance registered brokers; insurance directly responsible to Parlia-companies and their employees; ment.

and agents of main insurance companies.

The White Paper indicated that only registered insurance brokers would be able to operate as independent insurance intermediaries subject to self-regulation. The other two classes would be agents operating under, and controlled by, insurance companies which would be fully responsible for their agents. But the government intention had not been implemented, apart from that concerning the registration of insurance brokers, Sir Denis said.

said.
The insurance companies showed little interest in the proposals when the White Paper was published and apparently some are still as impassive.

Mr Francis Perkins, chairman of the Insurance Brokers Registering Council told delegates

tration Council, told delegates that many intermediaries were still trading as insurance brokers even though they bad not registered. They were thus in breach of the Act. either wilfully or through ignorance. Mr Perkins accused insurance companies of "tacit support" for those intermediaries illegally describing insurance. aries ille

brokers.

The council was already spending substantial sums and considerable time on correspondence with these intermedi-aries, sometimes with no effect. Mr Perkins had no doubt that prosecutions would follow in all

appropriate cases.

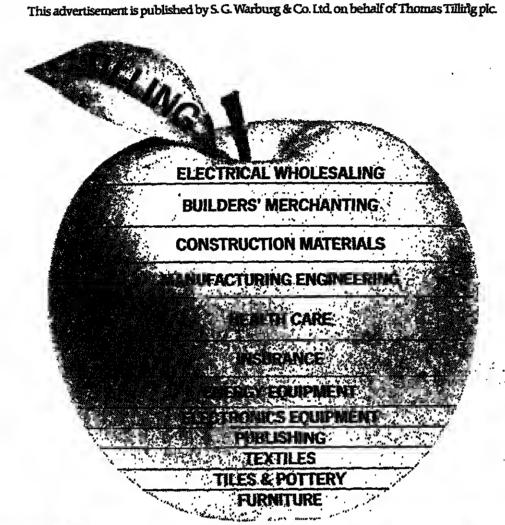
Mr Alexander referred to the dangers of this lack of control over a large sector if insurance sales. The non-registered intermediary dealt mainly with the insurance and savings requirements of private individuals. People were thus being dealed the safeguards provided by

registration.
There seems little likelihood the authorities will heed the warnings made at the association's conference, whether the Conservatives or Labour win the next election.

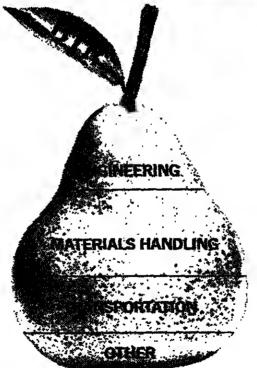
Law Society.

The present Government is
He reminded delegates that a committed to individual freedom and is against unnecessary controls. The Labour Party is

decide their next moves.



There is no comparison.



BTR is right about something.

There is no comparison in size.

There is no comparison in our types of business. There is no comparison in the quality of our assets.

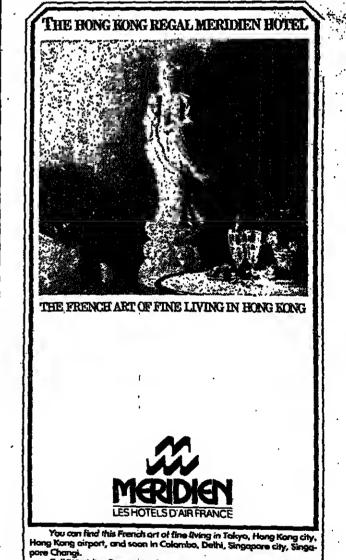
BTR's Managing Director has been reported as admitting that he does not know much about the individual companies that make up the Tilling empire.

How then can BTR claim to be able to improve Tilling's performance?



Don't sell Tilling short-don't sell Tilling at all.

The directors of Thomas Tilling plc (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate and each of the directors accepts responsibility accordingly.



the Meridien hotels: Paris, Nice, Lyans, Tours, Athens, Tunis, Ma Mohammedia, Cairo, Baghdod, Palmyra, Damoscus, Latlakia, Kuv buro: Kigali, Port-Genthi, Brazzovitle, Douala, Gisenyi, So treal, Houston, Boston, New-York, Bahka, Ria, Guadelauf Mauritus Paradis, Mauritius Babbant, Reunion, Next open risco, New-Orleans, Mexico city, Aleppo, Parto, Lisban, Wi

U.S.\$28,000,000

Series 003

Short-term guaranteed Notes issued in Series under a U.S.\$280,000,000 Note Purchase Facility

Mount Isa Mines (Coal Finance) Limited

Notice is bereby given that the above Series of Notes issued under a Production Loan and Credit Agreement dated 30th March, 1983, carry an Interest Rate of 9½% per annum. The Issue Date of the above Series of Notes is 4th May, 1983 and the Marurity Date will be 4th November, 1983. The Euro-clear reference number for this Series is 8206 and the CEDEL reference number is 507199.

rd May, 1983.

Manufacturers Hanover Limited
Issue Agent

FINANCIAL TIMES INTERNATIONAL YEAR BOOKS INFORMATION TO BUSINESS

World Insurance 1982/83

Essential, accurate and up-to-date information on over 1000 insurance companies and professional organisations worldwide. Now re-organised into a new, easier to use format for increased efficiency. 286mm x 210mm 500pp £38,00 0 582 90312 2

Hurry! Order your copy today.

Send cheques (payable to Longman Group Ltd) and requests for further information to F. Tucker, Longman Group Ltd, 6th Floor, Westgate House, Harlow, Essex CM201NE, England.





Ente Nazionale per l'Energia Elettrica (ENEL) SDR 100,000,000

Floating Rate Debentures due 1986

done a

to find ma

th there.

وبرال والله

Alt Miles

the frame

hours ou

protided :

or them.

of hards

white the

ter est time e

1 Blocker

5 51 Per

21 334 395c an estimate 5

Phond 2

Extendible at the Debenture holder's Option to 1989 Guaranteed by the Republic of Italy

In accordance with the terms and conditions of the Debentures, notice is hereby given that for the Interest Period commencing on May 4, 1983 the Debentures will bear Interest at the rate of 9% per annum. The interest payable on the relevant Interest Payment Date, November 4, 1983 against Coupon No. 5 will be SDR 230.0000.

The US\$/SDR rate which will determine the US\$ amount payable in respect of Coupon No. 5 will be fixed together with the Interest Rate for the period commencing November 4,



FINANCIAL TIMES COMMERCIAL LAW REPORTS

Husband's gift to Isle of Man wife taxable

GUBAY v KINGTON: (HM INSPECTOR OF TAXES) Court of Appeal (Sir John Donaldson, Mr Lord Justice Dillon and Sir Denys Buckley): April 15 1983.

A HUSBAND who actually resides in the UK for only part of a tax year is resident throughout the year for tax purposes; and if, while resident, he makes a gift to his wife who is non-resident, capital gains tax is as-sessed on the basis that husband and wife are separated, though in fact they are not

The Court of Appeal so held by a majority wheo dismissing an appeal by Mr Albert Gubay from Mr Justice Vinelou's decision that the Special Commissioners were right to uphold a capital gains tax assess-

ment in respect of gifts of shares made by him to Mrs Guhay. Paragraph 20 (1) of Schedule 7 to the Income Tax Act 1965 provides: If ... in the case of ... a married woman living with ber husband, the man disposes of an asset to the wife .. neither a gain nor a loss would accrue to the one making the

Section 45 (3) of the same Act provides. ... a married woman living with her husband should be construed in accordance with section 351 (1) (2) of the Income Tax Act

Section 361 of the 1952 Act has been replaced in identical terms by section 42 of the Income and Corporation Taxes Act 1970 which provides: "(2) Where a married woman is living with her husband and either - (a) one of them is, and one of them is not, resident in the UK for a year of assessment ... the same consequences shall follow ... as would have followed if, throughout the year of assessment, they had been in fact separated.

SIR DENYS BUCKLEY, dissenting, said that Mr and Mrs Gubay were resident in the UK until April 4 1972. Mrs Gubay then ceased to be resident throughout the year of as-

Mr Gubay continued to reside in the UK until October 28, From April 4 to October 28 he made frequent visits to Mrs Gubay in the Isle of Man, where she then resided.

At all relevant times Mr and Mrs-Gubay were living together in tha common acceptance of that ex-

On July 7 Mr Gubay transferred

to his wife a gift of 479,638 shares of would follow for tax nurposes as if Kwik Save Discount Group. That they had been separated. Since section 45 (3) of the 1965 Mr Gubay was assessed to £7.25m Act expressly referred to sub-seccapital gains tax for the year tion (2) as well as sub-section (1), a

The Special Commissioners affirmed the assessment, but agreed her husband if she was actually a reduced sum of Cl.4m. Mr Gubay separated from him, or if she was

By virtue of section 20(1) of the Income Tax Act 1965, capital gains tax was chargeable in respect of any capital gain accruing to a per-son in a year of assessment during any part of which he was resident or ordinarily resident in the UK.

Mr Gubay was ordinarily resident in the UK during part of 1972-73 and accordingly was liable to capital gains tax in respect of the disposal if it gave rise to a chargeable gain. That it did unless the case fell within paragraph 20 (1) of

Schedule 7 to 1965 Act.
Subject to section 42 (2) of the Income and Corporation Taxes Act 1970. Mrs Gubay was "a married woman living with her husband" in 1972-73 within paragraph 20 (1). Section 42 (2) enacted that notwithstanding that a woman was

living with her husband, she should in some circumstances be treated as if she were not The sub-section gave no guidance as to how a "married woman living

with her bushand was to be inter-preted. It followed that no part of section 42 (2) had any bearing on

the present case.

So Mrs Gubay was "a married woman living with her husband" and the disposal must be treated as having been made neither at a loss nor for a gain. In his Lordship's view, the appeal should be allowed.

LORD JUSTICE DILLON, giving a majority judgment, said that Mr Gubay's first point was that as section 45 (3) of the 1965 Act provided that "a married woman living with her husband" should be construed in accordance with "section 361 (1) (2)" of the 1952 Act (now section 42 (1) (2) of the Income and Corporaon Taxes Act 1970), the effect was merely to import section 42 (1) into the capital gains tax legislation, and

married woman should be treated for income tax purposes as living stances the same consequences ment. would dismiss the appeal.

married woman was, for capital gains tax purposes, not "living with" her husband if she was actually eated as separated under section 42 (2) (a) or (b).

Mr Gubay's first point was there-His second point was that if section 42 (2) applied, then it only did so where one spouse was resident in the UK for the whole year of assessment, from April 6 to the fol-

The question was whether in sub-section (2) (a) "resident in the UK for a year of assessment" meant resident throughout the whole year, or resident for tax purposes for the year, i.e., resident in any part of the

fore rejected.

lowing April 5.

On the natural meaning of the words it was occuph if one spouse was resident for part of the year. If not resident in the UK for a year of assessment" meant non-resident throughout the whole year,

there could be anomalies. Unless there was a year of as-sessment throughout which one spouse was resident and one was continually pon-resident (a) would

Those anomalies were avoided by the construction for which the Crown contended, viz. that "resident in the UK for a year of assessment" moant resident for tax purposes for that year, i.a., resident for

any part of the year.
In the context of a fiscal statute the expression "resident in the UK for a year of assessment" was a natural way of describing a person who had the status for tax purposes of being so resident.

It therefore included the person not sub-section (2).

Section 42 (1) provided that a draftsman had intended only to describe a person who was resident in the UK throughout the whole of the with her busband unless they were year of assessment, he would natuseparated. Sub-section (2) then pro-rally have said "resident in the UK rided that in certain other circum- throughout the year of assess-

For those reasons his Lordship Parliament's instruction was to con-whether residence or non-residence

SIR JOHN DONALDSON, agreeing, said that parliamentary counsel made the task of statutory interpretation more difficult on some oc-"section 361 (1) (2)" in section 45 (3) of the 1965 Act invited the reaction that there must be a typographical omission between (1) and (2). The

be a status or a fact. Where it was a casions than others. A reference to not enjoyed for a whole tax year. ables (Rooks, Rider & Co.) Where it was in fact, it could be for any fraction of a tax year.

If the statute was intended to re- tor). fer to factual residence, it would acceptable explanation was that have been expected to make it clear

strue "a married woman living with was required for the whole or only her husband" in accordance with part of the year. What was referred to was status

both sub-sections (1) and (2).

Being resident in the UK might

What was referred to was state
as a resident for fiscal purposes. For Mr Gubay: J. Holroyd status, it was something enjoyed or Peorce, QC, and Robert Ven-For the Crown: Robert Carnwath (Inland Revenue Solici-

By Rachel Davies

Hague-Visby Rules override exclusive jurisdiction clause

THE DJATIANOM: THE BENARTY Queen's Bench Division (Admiralty Court): Mr Justice Sheen: April 26 1963

WHERE A bill of lading incarporates the Hague-Visby Rules and also contains a clause providing that the court of a particular country shall have exclusive jurisdiction to hear disputes arising for the providence of carriage. from the contract of carriage, the clause shall be null and void in respect of an action against the carrier if, by the law of that country, the limit

of his liability would be lower than that provided under the not apply at all.

Even if (a) did apply for one year of assessmeot, it would cease to apply for the following year, if, for examplo, the spouse who had been brought by 18 plaintiff cargo owners in respect of damage to eargo on board the Benarty. One was an action in personame in which the first defondates were E. G. Thomson (Shroping) in which the first defondable were E. G. Thomson (Shipping) Ltd, owners of the Benarty, and the second defendants were the charterers; and the other was an action in rem against the Distingum, a ship owned by the charterers.

charterers.

Articlo III rule 8 of the Hague-Visby Rules, as set out in the Schedulo to the Carriago of Goods by Sea 1971, provides:

"Any clause... in a contract of carriage relieving the carrier or the ship from tiability for ... damage to .. goods or lessening such liability otherwise that as provided in these Rules, shall be null and void and of no effect ..."

Article VIII provides: "
these Rules shall not affect the rights and obligations of the carrier under any statute . . . relating to the limitation of the liability of owners of sea-going

HIS LORDSHIP said that in HIS LORDSHIP said that in 1979 various cargoes were laden on board Benarty in British and continental ports, all destined for Indonesia.

Bills of leding were issued by the charterers who were the carriers with whom the contract of carriage was mada. Clause 2 of the bills of leding incorporated the Hague Rules. Clause 33 provided that all actious under the contract of carriage should be brought before the court at Djakarta "and no other court shall have juris-

diction."

On December 19 1979 Benarty encountered heavy weather near Ushant, and her cargo was damaged. At Brest and at Antwerp the cargo was surveyed and repairs were carried out to the ship.

On January 5 1982 two writs were issued on health of the

on January 5 1852 two wers were issued on behalf of the cargo-owners. One was a writ in rem against a ship owned by the charterers. The other was a writ in personam in which the owners of Benarty and the charterers. were named as

defendants.
The court was now moved for The court was now moved for an order that those proceedings be stayed on the grounds that the contracts of carriage contained an exclusive jurisdiction clause providing for all actions to be brought in Djakarta; and on the grounds that Djakarta was the most appropriate and convenient forum.

was the most appropriate and convenient forum.

The first question was whether the contract of carriago con-tained a valid and effective clause providing that all actions

onder the contract should be brought in Djakarta.

The cargo-owners contended that clause 33 of the bill of mean the same in every country lading was void and of no effect under Article III rule 8 of the Hague-Visby Rules. They relied look said that the Rules should on the House of Lords docision in the Morriken [1983] I Lloyd's frep I.

In the Mortiken [1983] I Lloyd's Rep I.

In that case Lord Diplock said at page 7: "If the dispute is about duties and obligations of the carrier or ship ... and it is established ... that the foreign court ... would apply a domestic substantive law which would result in limiting the carrier's tability to a sum lower than ... if the Hague-Vishy Rules applied, then an English court is ... commanded

English court is . . . commanded by the [Carriage of Goods by Sea Act 1971] to treat the choice Sea Act 1871) to treat the choice of forum clause as of no effect."

The limit of hability under Indonesian law was substantially lower than the limit of hability provided in the Hague-Visby Rules and applied in the UK. If the actions were stayed in order that the claims might be brought in Indonesia, the care-owners in Indooesia, the cargo-owners would recover substantially less than thoy would in England.

What had to be considered was whother the effect of litigation io Indooesia would be to "lessen

liability otherwise than as provided in these Rules" within Article III rule 8.

Mr Clarke, for the charterers, contended that the right of a charterer to limit his liability was expressly preserved by Article VIII of the Rules.

The English statutory provisions for limitation were fully oxplained by Lord Justice Brandon in the Penelope II [1980] 2 Lloyd's Rep 20. Their Brandon in the Penelope II the charterers had satisfied the [1990] 2 Lloyd's Rep 20. Their effect was that in respect of a single claim a defendant might by way of defence plead his right to limit his Hability. In respect of several claims the shipowaer or charterer must commence a limitation action and obtain a decree which among other things, declared the limit of his liability.

In each of the actions in the present case there were no fewer than seven separate claims. There were at least seven plaintiffs with claims which had been joined in one wit as a matter of convenience.

invoke a right to limit their liability in England, they must do so by way of a limitation action.

It was clear beyond doubt

It was clear beyond doubt that the Carriage of Goods by Sea Act 1971, incorporating as it did the Rague-Visby Rules, preserved by Article VIII of those Rules the right of the carrier to obtain a decree of limitation of liability. Any shipowner or charterer claiming such a decree in the UK could rely only noon the English Mer-

ownor or charterer claiming such 2 decree in the UK could rely only npon the English Merchant Shipping Acts.

Mr Falconer, foc the carge-ownors, submitted that "statute" in Article VIII must mean an English statute. Ho said the carriage of Goods by Sea Act 1971 was to sweep aside all concept of "proper law" and bring about some uniformity as to the law among maritime natioos.

Mr Carriago foc the carge-own the exercise of his discretion, bave refused a stay on the grounds inter old of the balance of convenience and close connections of the case with England.

The motions were dismissed. For the carpo-owners: Charles Folconer (Clyde and Co).

Mr Carriago of Goods by Sea Act 1971 was to sweep aside all concepts of "proper law" and bring about some uniformity as to the law among maritime natioos.

Mr Carriago of Goods by Sea Act 1971 was to sweep aside all concepts of "proper law" and bring about some uniformity as to the law among maritime natioos.

Mr Carriago of Goods by Sea Act 1971 was to sweep aside all concepts of the case with Convenience and close concepts of "proper law" and bring about some uniformity as to the law among maritime natioos.

Mr Carriago of Goods by Sea Act 1971 was to sweep aside all concepts of "proper law" and bring about some uniformity as to the law among maritime natioos.

Mr Carriago of Goods by Sea Act 1971 was to sweep aside all concepts of the case with convenience and close concepts of "proper law" and bring about some uniformity as to the law among maritime natioos.

Mr Clarke of maritime nations (Richards, Butler and Co).

By Rachel Davies

he given a purposave, rather than a narrow literalistic con-struction.

If it were held that Article VIII

meant that oroccedines which were brought by agreement in a chosen forum might besubject to a timit of hability however low, that would seriously under-mine one of the purposes of the liague-Visby Rules.

Hague-Visby Rules.

The maritime nations which agreed the Hague-Visby Rules must have intended that Article VIII should preserve those limits of tiablinty agreed by international convention.

They could not have contemplated that the benefit to cargoowners of the maximum unonetary liability to Article IV (5) could be nuitified by the

(5) could be nuitified by the simple device of inserting a chause providing that the exclu-sive forum should be a country whose law limited liability to a

whose law limited liability to a small or even nominal sum.
Since one must look at tha substance of the contract, a clause in a contract of carriage by which the parties agreed to submit a disputa to the court of a country in which liability was less than that provided by the Merchant Shipping Acts, was a clause "lessening such liability otherwise than as provided in these Rules" and was accordingly of no effect.

For those reasons clause 33

provifully to be vold and of no effect.
The next question was whether

In each of the actions in the present case there were no fewer than seven separate claims. There were at least which had been joined in one writ as a matter of convenience.

If the defendants wished to invoke a right to limit their claims were not normally allowed in the convenience. lodonesia; and, there was a possibility that the lodonesian court would hold that the actions

were time-barred. On the basis that there was no effective choice of forum clause effective choice of forum clause a stay would not be granted because the plaintiffs were entitled to proceed in the juris-diction of the English court, and because a stay would deprive them of a very substantial juridical advantage.



INVESTMENT MANAGEMENT: COULD YOUR PORTFOLIO BE IN BETTER SHAPE?

The right investment. The right time to buy and sell. The right mix of assets. These are the things that keep a portfolio in the right

shape. It's a formidable task for any investor, but the key Swiss bank can help you get it right. As a good many corporate treasurers, pension fund officers and other institutional investors, along with our private clients, already know.

Swiss Bank Corporation: Branches and representatives on all 5 continents. A long multilingual history that's made us sensitive to underlying currents in international affairs and to the effect that the shift of a few basis points can have on a portfolio. For instance: Your portfolio.

Call us. We hold the key to quality banking.



Swiss Bank Corporation Schweizerischer Bankverein Société de Banque Suisse

THE KEY SWISS BANK

General Management in CH-4002 Basis, Asschenverstadt 1, and in CH-8022 Zurich, Paradeplatz 6, Over 200 offices throughout Switzerland, Worldwide network (branches, subsidiaries and representatives): Europe: Edinburgh, London, Luxembourg, Madrid, Monte Carlo, Paris, Nerth America: Atlanta, Calgary, Chicago, Houston, Los Angeles, Montreal, New York, San Francisco, Toronto, Vancother, Latin America: Bogotá, Buenos Aires, Caracas, Linta, Mexico, Panama, Rio de Janeiro, São Paulo, Cartibbena: Grand Cayman, Nassau, Middle Easth Bahrain, Ceiro, Tehran, Africa: Johannesburg, Asta: Hong Kong, Singapore, Tokyo, Australia: Melbourne, Sydney.

New Issue 6 1/2 % Bonds 1983-1993 of Swiss Francs 80.000.000.-

The Bonds are being offered for public subscription in Switzerland at the

Issue price of 100 % from May 2 - 6, 1983, noon

Berique de Parle et des Peys-Bee (Suisse) S.A. Handelsbank N.W. Bank von Ernst & Cie AG Banca del Gottardo Banque Privée S.A. La Roche & Co. ariache Hypoth und Handelebenk Banca delta Svizzora Italiana Wirtschaffs- und Privatbank

Aargauische Hypothekenund Handelsbank Bank in Gossau Bank von Linthgebiet und Handelsbank Banque Romande Banque de l'Union Européenne en Suisse S.A. Banque Vaudoise de Crèdit Bank in Menziken Basellandschaftliche Hypothekenbank Luzemer Landbank AG Bank Europäischer Bank in Liechtenstein AG

angue Indosu The Royal Bank of Cana. (Suisse) S.A. Banque Gutzwiller, Kurz, Bungener S.A. Crédit Cammercial de France (Suisso) S.A. Banque Nationale de Paris (Suisse) S.A.

Bance di Credito Commerciale Banca Solari & Blum S.A. Bank in Huttwill Bank in Ins Bank in Langenthal Bank in Langnau Bank Neumunster Bank Rohner AG Banque Courvoisier S.A. Banque Louis-Dreyfus en Suisse S.A. Crédit Lyonnais, Succursale de Suisse Gonet & Cia E. Gutzwiller & Cie Rüego Bank AG St. Gallische Creditanetal J. Henry Schroder Bank AG Societa Bançaria Ticinese Solothurner Handelsbank Spar- und Leihkasse

Volksbank Willisau AG

Sheraton wins on style in North America.

NEW YORK

Sheraton-Russell Hotel

This intimale Park Avenue hotel gives a taste of Old New York in a convenient location. Near the Pan Am Buildung. Empire State Building and Grand Central as well as shopping and theatre. RUSSELL'S offers dining in the manner of a private club. For music—The Judge's Chambers is the place. is the place.

WASHINGTON, D.C.

Sheraton-Washington Hotel

A major hotel in a 12-acre resortlike setting, offering convenient transportation to downtown and the airport. Oiscover fine American tood at Americus and dazzing entertainment every night in the Early Night lounge. Conclerge service. Two outdoor swimming pools.



Sheraton New Orleans Hotel

A new world-class hotel in the heart of the business district. overlooking the French Quarter. Enjoy five exciting restaurants and lounges, nonstop music in the lobby, and the multi-level dinner showroom. The exclusive Sheraton Towers —a small hotel-within-a-hotel —offers elegant accommodations and amenities.

To make a confirmed reservation, call Sheraton's on-line computer reservations system—

In London: 01/636-6411

Or call your nearest Sheraton Hotel, Reservations Office or your Travel Agent.

Sheraton Hotels Worldwide (S)

Chairman designate of FMC

FMC has appointed Mr A. P. Humphries, as chalrman. Because of other commitments, Mr Humphries cannot assume this appointment until August 1. The present chairman, Mr D. H. Darbishire, who had already announced his retirement on April 30. has agreed to remain in office until July 31. Mr Humphries is a director of FMC and of the NFU Development Trust. He was until recently deputy chairman of House of Fraser from which he retired on January 31. He remains a non-executive director of Housa of Fraser. Mr Humphries is a partner of Ernst and Whioney and is dua to retire later this year.

Mr M. O. Birkett and Mr R. W. Brown have been appointed directors of PORTLAND directors MARINE.

The BRITISH GAS CORPORA-TION bas appointed Mr Harding B. Bassett director international consultancy service at its bead-quarters from June 1. Mr Bassett is director of engineering of West Midiands region.

Mr Samnel M. Smith bas beed mada a director of GORDON NORTH (BUILDERS), Mr Smith is executive chairman of the Lee is executive Beesley Group.

Mr K. A. Ward, ALBRIGHT & WILSON daputy managing director with responsibility for finance and administration, will retire on May 31. From May 1 Mr F. H. C. Podger will become finance and administration director (at present he is general

Mr Paul Lines has been appointed company secretary of PEACHEY PROPERTY CORP. He was group secretary of British Ever Ready.

MASSEY-FERGUSON HOLD
* MASSEY-FERGUSON HOLDINGS, Mr Bywater is chairman of
TSL Thermal Syndicate, Mr de
of THE BRITISH PRECAST
CONCRETE FEDERATION Mr
P. C. Rouse was elected president and Mr W. D. Mitchell vicepresident.

Mr K. Wright will be appointed company secretary of OCEAN TRANSPORT AND TRADING from July 1. He is an executive director of OTT and takes over from Mr G. T. Evans, who is retiring due to ill-health. Mr P. E. V. Hughes will become group solicitor but remain deputy company secretary. Mr Wright joiced Ocean in 1950 and became a mamber of the main board in

joiced Ocean in 1950 and became a mamber of the main board in 1950. He will be retaining his responsibilities for the group's bulk shipping trades.

**

Mr Brian R. Baker has been appointed a director of MOBIL OIL COMPANY with responsibility for planning and supply. He was general manager supply for Australia and the Pacific Islands.

**

James will become technical director, a new appointment. Currently Mr James is managing director of the phosphatas division and will he replaced by Mr W. D. Adair. Stores (subject to certain legally binding conditions) to join the board of Woolworth Holdings as an executive director.

Mr James Edward Bywater and Mr Vivian de Mesquita have been appointed to the board of MASSEY-FERGUSON HOLD-

finance director, has been appointed UK chief executive of DUSSEK CAMPBELL—part of the coatings division of Burmah Speciality Chemicals. He joined the group in 1960.

Mr Edward Simons and Mr Harvey Goldsmith have been appointed to the board of HTN, an botel television network com-pany. Mr Richard Calsley has resigned as deputy managing director.

Mr Frank Robinson bas been appointed managing director of BRANTFORD INTERof BRANTFORD INTER-NATIONAL; Mr Derek Harrington continues as chairman.

JOHN BROWN-EARL AND WRIGHT has reorganised itself at company management level. Islands.

The company reverts to a two-director organisation with Mr
Mr John Beckett, chairman of
WOOLWORTH HOLDINGS, says
he has reached agreement with company technology, business

projects and company admini-atration. This reorganisation was prompted by Mr Duncan Westall's appointment as director of operations for John Brown Engi-neering and Construction in The neering and Construction in 1 oc Hague. Mr Westall held the deputy managing directorship of John Brown-Earl and Wright (formerly CJB-Earl and Wright)

since its inception in 1973. Mr Diso B. Panizzo has been appointed managing director of FIAT ALLIS GB from May 1. This is in addition m his present position as director of Fiat SpA, UK representative office,

Mr Ron Allen has been appointed director and technical manager of COROVAC, a company being established by the Coronet Group to design and manufacture a new range of vacuum assisted pumps for contracting and civil engineering applications. He joins Corovac from Millars Wellpoint International, Thetford, where he was engineering manager. engineering manager.

Mr J. Beechey, Mr J. How, Mr C. L. Napier and Mr P. M. W. Blake have joined and Mr M. Hancock has left the partnership of CLIFFORD-TURNER, solici-tors.

Mr Stanley H. Honeyman, chief executive of English Proporty
Corp., has been appointed a conexecutive director of W. H.
SMITH AND SON (HOLDINGS)

MAY A. M. Sewart and My A. M.
Haddow have been appointed to
the board of MURRAY
JOHNSTONE INVESTMENT
MANAGEMENT.

development and contracts. The and of its main operating com-operations director, Mr Mile pany, W. H. Smith and Son. Nay, will have responsibility for

Mr T. F. ("Tim") Bishop has been appointed from May 1 as director in charge of SPICER AND PEGLER ASSOCIATES (formerly Spicer and Pegier Management Consultants).

Following the retirement of Mr Stanley Frice, HAYTERS has appointed Mr Richard Frice to succeed his father as the company's non-executive financial director. Mr Ivan Wybrew, company secretary and accountant, also becomes a director.

DORMAN SMITH SWITCH-DORMAN SMITH SWITCH-GEAR has appointed Mr Ken Horsfield as manufacturing director designate from May 1. Mr Horsfield will succeed Mr M. D. Hoggett who retires in July of this year. Currently works director. Dorman Smith Traffic Products, based in Southport, Mr Horsfield has been responsible for the manufacture of the Londmaster miniature circuit hreaker products.

THE BEVAN SIMPSON FOUNDRY has appointed Mr Peter Swan as foundry director. On rejoining the company in 1977 he became successively projects manager and foundry manager.

This week in parliament

TENDERS MUST BE LODGED AT THE BANK OF ENGLANO, NEW ISSUES (7). WATLING STREET, LONDON, EC4M 9AA NOT LATER THAN 10.00 A.M. ON THURSOAY, 5TH MAY 1983, OR AT ANY OF THE BRANCHES OF THE BANK OF ENGLANO OR AT THE GLASGOW AGENCY OF THE BANK OF ENGLANO NOT LATER THAN 3.30 P.M. ON WEDNESDAY, 4TH MAY 1983. ISSUE BY TENDER OF £1,000,000,000

2½ per cent INDEX-LINKED TREASURY CONVERTIBLE STOCK, 1999

PAYABLE AS FOLLOWS:

Deposit with tender On Monday, 6th June 1983 On Monday, 4th July 1983 £40.00 per cent £30.00 per cent Balance of purchase money

INTEREST PAYABLE HALF-YEARLY ON 22ND MAY AND 22ND NOVEMBER

1. The Stock is an investment leiling within Part II of the First Schedule to the Trustee investments Act 1967. Application has been made to the Council of The Stock Exchange for the Stock to be admitted to the Official List.

2. THE GOVERNOR AND COMPANY OF THE BANK OF ENGLAND are sutherised.

2. THE GOVERNOR AND COMPANY OF THE BANK OF ENGLAND are authorised to receive tenders for the shove Stock.
3. The principal of and interest on the Stock will be a charge on the National Loens Fund, with recourse to the Conselldered Fund of the United Kingdom.
4. The Stock will be registered at the Bank of England or at the Bank of Ireland, and will be transferable, in multiples of one penny, by instrument in writing in accordance with the Stock Transfer Act 1963. Transfers will be free

of atomp duty.

5. The Stock will be convertible into 10% per cent Conversion Stock, 1889 in accordance with the provisions of paragraphe 15 to 17. Holdings of the Stock in respect of which the potions to convert have net been exercised will be repaid on 22nd November 1898 (unless such heldings have previously been redeemed endor the provisions of paragraph 14). The volue of the principal on repayment will be released, subject to the terms of this prospectus, to the movement, during the life of the Stock, of the United Kingdom General Index of Rattil Prices meinteined by the Corpertant of Employment, or say index which may replace that index for the purposes of this prospectus, such movement being indicated by the Index figure issued mentally and subsequently puellahed in the Landon. Comburge and select execuse.

6. For the perposes of this prospectus, the index figure applicable to any month will be the index figure issued seven menths prior to the relevant month odd relating to the month before that prior month; "month" means calendar month; and the index ratio applicable to any month will be equal to the index figure applicable to that month divided by the index figure applicable to that month divided by the index figure applicable to th aburch and Belleat Gazottes.

regare applicable to treat month divided by the index lights applicable to May 1943.

7. The amount due on repayment, her £100 hominal of Stock, will be £100 multiplied by the Index ratio applicable to the menth in which repayment takes might be the mount, expressed in paunda sterling to feer places of documele place. This amount, expressed in paunda sterling to feer places of documele rounded to the nearest figure below, will be ennounced by the Benk of England not later than the business day immediately preceding the date of the penaltimate interests. Interest payment.

8. Interest will be asyable helf-yearly on 22nd May and 22nd November, Income tax will be deducted from payments of mere then E5 per annum. Interest warrants will be transmitted by post.

3. The first interest payment will be made on 22nd November 1983 at the rate at £1.2060 per £100 naminal of Stock.

a) £1.2060 per £100 naminal of Stock.

10. Each subsequent half-yearly interest psymant will be at a rate, per £100 naminal of Stock, a! £1,25 multiplied by the index ratio applicable to the month in which the psymont fells due.

11. The rate a! interest for each interest payment other then the first, expressed it. The rate a! interest for each interest payment other then the first, expressed as parcentage in pounds starling to tour places a! decimals raunded to the see parcentage in pounds starling to tour places a! decimals raunded to the nearest figure below, will be anneunced by the Bank of England set ister then the besiness day immediately praceding the date of the previous interest payment.

nearest figure belaw, will be annaunced by the Bank of England has ister that besiness day immediately praceding the date of the previous interest the besiness day immediately praceding the date of the previous interest payment.

12. If the Index is revised to a new bess after the Stock is issued, it will be necessary, ler the purposes of the proceding pampraphs, to calculate and be necessary, ler the purposes of the proceding pampraphs, to calculate the necessary ler the special index figure and/or an interest payment falls the teenth in which repayment "i." This notions' index figure will be calculated due ("the month at payment"). This notions' index figure will be calculated due ("the month at payment"). The notions' index figure will be used for exch occasion on which a revision by the index index of the stock of the index is not published for a menth or which it is relevant for the purposes of the propostes, the Sank at England, after apprairies consultation with the relevant Covarmment Operatment, will poblish a substitute Index figure which shell be on assumest at the Index figure which would have been applicable to the menth of payment, and such asbaticus index figure shell be consisted for which the actual index figure which would have been relevant. The calculation by the Benk of England of the ameants of principal and/or interest calculation by the Benk of England of the ameants of principal and/or interest calculation by the Benk of England of the ameants of principal and/or interest calculation by the Benk of England or the ameants of principal and/or interest payment. No subsequent adjustment to such ameants will be upon all stockholdem. No subsequent adjustment to such ameants will be index which, in the opinion of the Benk of England, constitutes a fundamental change in the Index which would be materially detrimental to the interest of stechholder. Her Melesty's Treasery will publish a nodes in the Index which, in the opinion of the Benk of England, constitutes a fundamental change in the Index

Conversion Stock, 1999 (hereinster referred to as "Conversion Stock y do on the following dates:—

22nd November 1994

22nd May 1994

22nd May 1994

22nd May 1994

22nd November 1994

22nd November 1994

In each case, convemion will be effected at the rate of £100 nominal of Conversion Stock per £100 nominal of 2's per cent Index-Linked Treasury Convertible Stock, 1999 (i.e. the value of the principal of the Stock is not indexed for the purposes of conversion and the amount of Convemion Stock receivable under each of the options to convert is thus fixed from the outset).

16. Notices setting suit the administrative arrengements for the exercise of the options to convert end forms of acceptance for completion will be leaved to holders at the appropriate times. When a helding is held jointly by merathen two holders options to convert may be exercised by a mejority of them. Campleted forms of acceptance in respect all each of the options to convert. Campleted forms of acceptance in respect all each of the options to convert may be exercised by a mejority of them. Campleted forms of acceptance in respect all each of the options to convert. Campleted forms of acceptance in the spect all each of the options to convert may be exercised by a mejority of them. Campleted forms of acceptance in the spect all each of the applicant services of the special conversion. Eccl. 1999, must be lodged at the Bank of England, New Cange, Landon, EC4M 9AA, or at the Sank of Ireland, Moyne Beildings, 1st Floor, 20 Cellender Street, Bellest, BTI 53N, net later than 3.00 p.m., on the fifth working day before oach date of convenion.

17. Her Majesty's Treasery have directed that Section 325 of the Income and Corporation Taxes Act 1970 (which relates to the treatment for taxetion perposes of financial cancerne whese business cancers whelly or partly in dealing in accuration offer.

escurities] shell apply to exchanges or securities made in pursuance of the convention offer.

18. Convention Stack will be an investment felling within Part II of the First Schedule to the Trustee Investments Act 1981, and application will be made to the Council of the Stock Exchange for Conversion Stock to be admitted to the Official Let. Paragreehe 3 and 4 of thix prospectue will apply equally to Conversion Stock as to 2½ per cent Indos-Linked Treasury Convertible Stock, 1999. Interior on Conversion Stock will be payable helt-yearly on 22nd May and 22nd November. Incomo tas will be deducted from payments of wom than C5 per annum. Interest warming will be transmitted by peat. Convemien Stock will be repeid at per on 22nd November 1999.

18. Twidem for 2½ per cent thdex-Linked Treasury Convertible Stock, 1998 must be lodged at the Bank of England, New Issues (Y), Watting Street, Landon, ECAM 9AA not later than 19.00 A.M. ON THURSON, STH MAY 1993, or xt any of the Branches of the Bank of England or at the Gissgow Agency of the Bank of England to later than 19.00 A.M. ON THURSON, STH MAY 1993. Each tender must be for one amount and at one price which is a multiple of 25p. Tenders will not be revocable between 10.00 a.m. on Thursdey,

5th May 1983 and 10.00 a.m. on Tuesday, 10th May 1983. TENDERS LODGED WITHOUT A PRICE BEING STATED WILL BE REJECTED.

20. A separate chaque representing a deposit at the rate of £60,00 for every £100 of the nominal amount of Stock tendered for must accompany each tender; ETUE of the nominal amount of Stock tendered for must accompany on each tender, chaques must be drawn on a bank in, and he payable in, the United Kingdom, the Channel Islands or the Isla of Man.

21. Tenders must be for a minimum of £100 nominal of Stock and for multiples of Stock as fellows:—

Amount of Stock tendered for £100—£1,000 £1,000—£3,000 £3,000—£10,000 £10,000—£50,000

£100 £500

22. Her Majesty's Treasury reserve the right to reject any tender or part all any tender and may themlem ellet to tenderser less then the full emount of the Stock, Tenders will be ranked in descending ender of price and elletments will be made to tonderse when where tenders are at a releve the lewest price at which Her Majesty's Treasury decide that any tender should be eccepted (the siletment price). All alletments will be made at the alletment price; tenders which are accepted end which are made at the alletment price tenders will be elletted in full; tenders made at the alletment price may be alletted in full at in part only. Any balance of Stock per alletted to tenders will be alletted at the alletment price to the Governer and Company of the Bonk of England, Issue Department.

23. Latters of alletment in respect at Stock alletted, being the enly form in

allecated.

24. No ellotment will be made for a less amount them £100 Stock. In the event of pertial ellotment, the balence of the emount paid as deposit will, when refunded, be remitted by cheque despatched by pear at the risk of the tenderer; if ne ellotment is made the amount paid as deposit will be returned likewise. Payment in luli may be made at any time efter ellotment but ne discount with the allowed on such payment. Interest may be charged on a day-to-day basis as any overdus agrount which may be accepted at a rate squar to the London Interestant Office of the tender of the control of the c

tar LiaOR obtained from such seutres or sources as the Bank of England shall canaldar appropriate. Occault in due payment of any amount in respect or the Stock will render the allotment of such Stock [lebje to cantellation and any amount previously paid liable to forfeiture.

25. Latters of allotment may be split into denominations of multiples of 2100 an written request received by the Bank of England, New Issues. Watting Street, London, ECAM SAA, or by any of the Branches of the Bank of England, or say date not later than 30th June 1983. Such requests intust be signed and must be accompanied by the letters of allotment (but a letter cannot be split if any instalment paymont is overdue).

26. Latters of allotment must be surrendered for registration, eccompanied by a completed registration form, when the belence of the purchase money in paid, unless paymont in fall has been made before the due date. In which case they must be serrandered for registration not later than 4th July 1963.

27. Tonder forms and copies of this prospectus may be obtained at the Bank of England, New Issues, Watting Street, London, ECAM SAA, or at any at the Branches of the Bank of England, or at the Bank of England, 25 St Vincent Place, Glesgow, St 255; at the Bank of Ireland, Meyne Buildings, 1et Floer, 20 Collender Street, Balfast, BT1 58N; at Mullens & Co., 15 Moorgets, London, EC2R 6AN; or at any office of The Stock Exchangs in the United Kingdom.

BANK OF ENGLANO BANK OF ENGLANO LONDON April 1983

THIS FORM MAY BE USED

TENDER FORM

This form must be lodged at the Bank of England, New Issues (Y), Watling Street, London, EC4M 9AA not later than 10.00 A.M. ON THURSDAY, ETH MAY 1983, or at any of the Branches of the Bank of England or at the Glasgow Agency of the Bank of England (25 St. Vincent Place, Glasgow, G1 ZEB) not later then 3.30 P.M. ON WEDNESDAY, 4TH MAY 1983.

ISSUE BY TENDER OF £1,000,000,000 21 per cent INDEX-LINKED TREASURY CONVERTIBLE STOCK, 1999

TO THE GOVERNOR AND COMPANY OF THE BANK OF ENGLAND

Meltiple £100 £500 £1,000 £5,000 £25,000 £

The price tendered per £100 Stock, being a multiple of ZSp (tenders lodged without a price being stated will be rejected);—

said praspectus.

I/Ws recess; that any letter of allotment in respect of Stock selletted to ma/us a sent by cost at my/our risk to ma/ss at the address shown below.

of, or on behalf of, tenderes PLEASE USE BLOCK LETTERS FORENAME(S) IN FULL POST-TOWN POSTCOOL Kingdom, the Chennel Islands of Man.

2. AMOUNT OF OFFOSIT (a)

3. TENDER PRICE (4)

Select Committees: Environment an problems of urban management mnewel, wirnesses—Nelisasi Westminster Bank and London Committee of Clearing Benks (reem 16, 4.15 pm); Tmnepo on road safety, witnesses—Transpor end Road Research Laboratory; RAC (reem 17, 4,15 pm); Femign Affairs-Oversess Development sub-committee on supply estimates 1983-84 (close II. vote 10, support (ar averseas studente). vittesees—Coencil for Education in the Cemmenwealth, Standing Committee of Principals and Oirectom of Celliges and Institutes in Higher Education, Ceancil of Local Education Authorities (resm 18, 5 pre): Privare Bill Com-mittee an Ginne end Gutteridge, Leicester (Cremeterium) Bill (room 5,

TOMORROW:

Commens; Progress on remaining plages of Police and Criminal Evidence Bill; consideration of Lorder emendments to Water Bill.

—Prof Mergaret Gowing (reem 6, 10.30 am); Industry and Trade In fallow-up meeting with the Post Office, witness—Mr Ron Dearing (room 16, 10.45 sm). Social Services on children in cars, witnesses—Mr Tany Newton. MP, and OHSS official (reom 21, MP, and OHSS afficiels (ream 21, 4.15 pm); Trensport on bus sebeidy pelicy, witnesses — Association of County Councile and the Association of District Councile (resm 17, 4.15 pm); Uneposed Bills an Perketon Quay (Lords) (reem 9, 4 pm); Priveto Bills of Ginne and Gutterldge, Leicaster (Cremetorium) Bill (room 5, 10.30 am).

Larda: Agricultural Haldings (Amend-ment) (Scatland) Bill, second reading: Telecommunications Bill, cammittee; Preporty (Discharge of Mortgage by Receipt) (Nerthem Ireland) Order and the Rates (Amendment No. 2) (Nerthern Ireland) Order, metiens for approval.

FRIOAY:

Commone: Private Members' Cills. Lorde: Licensing (Occasional Parmie siens) Bill, third reading; Parochiel Charities (Neighbourhood Truets) Bill, second reading; Capyright (Amendment) (No. 2) Bill, second reading.

If investors abroad could call you by placing a simple local call, how much more business would you do?

Then ring Service 800... you get an instant demonstration of how this system works because your local call will be transferred tollfree to our Swiss headquarters.

ISTERDAM	47 20 SR	HAMBURG	44 25 18	MUNICH	194218
MIARHA	23.42.41	HELSINKI	64 02 50	NEW YORK	286 BY 44
ARCELONA	302.22 82	HONG KONG	28 38 76	OSLO	4 \$1,15
RUN (WEST	261 80 13	LISBON	88 30 BR	PARIS	(6)079 080 <u>0</u>
USSELS	218,28 GR	LONDON	828,37 51	SINGAPORE	530 0800
PENHAGEN	0430,0000	LUGAND	56 00 79	STOCKHOLM	21 77 27
IBLIN	77 61 75.	LUXEMBOURG	48 45 59	STUTTGART	22,03 13
ANKFURT	29.28 00	DIRDAM	402 G1 31	VIENNA	54 11 86
NEVA	28 17 77	MILAN	345 23 5.9	ZUBICH	202 08 12
enrice 80	00 S.A., n	e du Collèg	e 18, 1260	Nyon, Sw	ritzerland



Service 800. Puts your most distant customer right next door.

•		1982 in million DM	1981 In million DM	
L	Business Volume	5,571	5,314	
	Total Assets	5,253	5,019	
Group	Deposits	4,751	4,485	
	Credits	4,996	4,916	
	Capital	187	187	
Trinkaus & Burkhardt Düsseldori, Essen, Frankfurt, München, Stuttgart	Business Volume Total Assets Capital Funds	4,242 3,923 187	4,171 3,877 187	
Trinkaus & Burkhardt (International) S.A., Luxembourg	Total Assets Capital Funds	1,373 41	1,115 35	
Trinkaus & Burkhardt (Schweiz) AG, Zuich	Total Assets Capital Funds	88 15	53 13	

REPUBLIC OF AUSTRIA



DM 100,000,000

7½% Bearer Bonds of 1983/1991

Private Placement

DG BANK Deutsche Genossenschaftsbank

Genossenschaftliche Zentralbank AG-Vienna

Berliner Handelsund Frankfurter Bank

Credit Suisse First Boston

Limited

WEEK'S FINANCIAL DIARY

The following is a record of the principal business and summal engagements during the week. The board meetings are mainly for the purpose of considering dividends and official indications are not always available whether dividends concerned are interims or finals. The sub-divisions shown below are based mainly on last year's timetable.

DIVIDEND & INTEREST PAYMENTS. American Telephone and Telegraph Co 45Cts Argio American Ind Corp 5.425pept 3.484050 ta i Alsocister 1997 1.575p Ulimbia Cora 50cts utd General Tst Spc?f 1.75p

TODAY COMPANY MEETINGS-American Tst., 4. Melville Crescent. Edinburgh, 12.15
Canning Ord., 1/Comming House, "St. Paul's Source, Birmingram, 3.00
Davies, and Mettalie, Tejector Works, and Mettalie, Tejector Works, Canning Ordered Company, 17.00
Grovesell Grababe Chapter, 17.00
Roy Broad Street, 17.00
Rosedmond Inv Tst. 41, Bishopsgate, 2C, 13.00

BOARD MEETINGS Fleak: SCI Leisure

DIVIDEND & INTEREST PAYMENTS ONTORNO & INTEREST PAYMENTS—
APV Hides 3.15och 1.575e. Do 4.55cc
PT 2.275a. Do 5.25och 2.675e
Angio Norder Hides 1.12p
BLY Omnibes Services 5.toc2ndfr 1.325e
Black Officer Hides 0.575e
Block Officer Hides 0.575e
Bookton Sud Paul Soch 1.75a. Do Slanc
PT 1.975e. Do 70cPt 2.4e
Chas. Gold Hides 8.5
Finland (Republic of) 144pcin 1988 (Br.)
710c

iv 1.50 Kleigh Gra 1p Kleigh Gra 1p Mry 15 Locin 1996 77apc Mry 12sc 1987 6ec

Bestson Clark, Hallam Tower Post House Hotel, Sheffield, 12.39 Birrating Emtlegenng, Mandeville Road, Aylesbury, Bestleoghamshire, 12.00 (Hygh). Royal County Hotel, Mander House. Wolverers (Hidgs) pton. 12.00 Manor Hotel, Youvil. Group, Manor Hotel, Youvie, st. 12.00 and Novall, National Composing Colord Road, Managerer, 12.00

BOARD MEETINGS Flants:
Flants by Tst
Foliam (John) Help
Gerrard and Nati
Lendon (Pri leva
Harris and Socner
Harrishit: Universal

BUSINESSMAN'S DIARY

UK TRADE FAIRS AND EXHIBITIONS

Title Riba Computer Conference and Exhibition (01-637 May 16-12

May 15-18

May 15-18

London Furniture Show (01-385 1200)

May 15-19

Interior Design International (01-540 1101)

May 16-17

Direct Marketing Fair and Conference (0727 22209)

May 17-20

May 18-17

May 24-27

Chelses Flower Show (01-347 3131)

May 24-27

International Conference (07-27)

May 24-27

International Word and Information Processing Exhibition and Conference (01-405 8233)

June 1

June 3-11

June 3-11

Fine Art and Antiques Fair (01-385 1200)

Chemical and Processing Engineering Show

EUROCHEM (01-747 3131)

June 12-16

Shopex International (01-540 1101)

May 6-10 2nd Exhibition of Systems, Components and Materials for the Industrialised Building Sector—SICOMAT 83 (01-486 1951)

May 17-10 Mamilz Apparel Market Week (01-248 0742)

May 17-19 Europe Software Exhibition (01-486 1951)

May 17-20 Technology/Impex Exposition (Pitisburgh (412) 642 7589)

May 24-27 International Trade Fair for Industrial Cleaning and Maintenance (020 5411411)

May 27-June 5 Paris Air Show (720-61-09)

June 8-10 International Telecommunications Congress and Trade Fair—IFCOM (01-930 7251)

June 9-12 International Saw Mill Machinery and Forestry Exhibition—ELMIA (0732 856 457)

Construction and Maintenance of Pipelines Exhibition—ELMIA (0732 850 457)

National Fancy Food and Confection Show (0483

June 26-29 National Fancy Food and Confection Show (0483

(11)(f

Bloomsbury Crest Hotel Earls Court Olympia Kensington Exhibition Centre, W8 NEC Birmingham

Olympia

Milan Philippines

Pittsburgh

Amsterdam

Cologne

Jonkoping

COMPANY MEETINGS Wembley Conference Centre Press Centre, EC4

Clarke (7.1. Savov Hotel, WC. 12.00
Church and Co, St James, Northamston,
Jadie Star Hidgs. 22, Arlington Street.
SW. 12.00
Guttl Keen and Nettlefokss, IntosComfinental Hotel. I. Hamilton Place,
Hyde Park Corner. W. 12.15
Longon and Manchester Gra. Winslade
Park, Encloy: Devoc. 12.15
Conserve (Converted S. Scupamore,
Rosello Bestinos and Jefferides, Nacton
Works. 1pwich. 12.00
Silicotene Lubricants, Silicolone Oil Reference,
Balder: Detrochite. 12.00
Standard Its. 142. Holbora Bark, E. 4.00
Weber Higgs. 63 and 65, Piccapilly, W.
2.00

AC Cars Side Works. Summer Read.
Thames Dillon Surrey 400
Lincrosol Street. Et 12.00 stern Hetel.
Lincrosol Street. Et 12.00 stern Hetel.
Architectric (Hichs). Central Avenue. East
Maisbely. Surrey. 11.00
Banno India. Bellry Hotel. Whibew. Surrey.
CodeStat. 12.00 BOARD MEETINGS-Services Intel, Sheraton Significe prised Petroleon, Barbican Centre, Silk Street, EC, 11.30

Mercial Coret Emparation of Martini Coret Ec. 12:00 antiert CC. 12:00 antiert CKnitting Milist Tuder Romanistra (11:00 antiert Chnitting Milist Tuder Romanistra (11:00 antiert Street, 11:00 antiert Street, 10:3, Cariord Leicester, 11 au Pauroser Gerack, Tettord Way, Paper Northagenodifiers, 11.50 Research States 105, Oxford Street, 105, Oxford Street, 120, Oxford Street, BOARD MEETINGS

DIVIDEND & INTEREST PAYMENTS-

American Medical Luttl Inc 12cts
Burmah Oil Bi-schöd: 1970-85 f-lag
Stradert Telecthore and Cables 49
Welter Clames Goldsmith and Silve
C.5s. Do Non-Vro C.5s. Fis 4-5
Wereichaue NV Beloggings Fis 4-5

COMPANY MEETINGS-

DIVIDEND & INTEREST PAYMENTS Anglia Trievision Gry Non-Vin 48
Rection Clark S.78
Rection Clark S.78
Rection Clark S.78
Rection Clark S.78
Complete Sancairy Sa FFr 10.26
Creat Melonal 15-inc Grd Nts 1983
(Arg) Glac. Do 13-inc Grd Nts 1983
(Brd) Sanc. Do 13-inc Grd Nts 1983

De Serra Cann Miller Fred Real 24-inc Seers Cook Mines Ofd (Reg) 25Ch. Ord (Br) 25chs or Sobring and Compruction Grp A.So

ANR and Wiltong Grs. 71, Standen Ross.
SW. 12.00
Boodingston Researches, Midland Hobel,
Manchester. 11.45
Sertiance Accurace. Moor Green, Mossier.
Birthinghest. 12.00
Birthinghest. 12.00
Birthinghest. 51,000
Birthinghes

Finals: Metal Prods
Copyright See Landers for Tat
See and Product Linked See Tat
Save and Product Linked See Tat
Save Long Linked See Tat
Save Long Linked See Tat
Save Long Linked Land Link
Save Long Linked Land Link
Save Linked Land Link
Save Linked Land Link
Save Linked Link
Save Linked
Save Link DIVIDEND & INTEREST PAYMENTS

DIVIDEND & INTEREST PAYMENTEAugust Americas Industrial Euro 78.57680
Assoc Stitus Faces 7 Juncon 1955-93 796Bask of Montreal Manages Corp 18448
Alia 51365 7 Junc
Brief Chemicals Intel 1.50
Brief Chemicals Intel
Brief Che Clarter (77 1.2535) Courtimets tacking July 2.15 Courtimets tacking July 2.15 Court Gro 10 Loude 1985-93 Stack Clarker, IXL Brit. Land. 1985-93 Stack Clarker, IXL Brit. 1985-93 Stack Clarker, Morber, 7 Luccia, 1985-91 Land. 1985-93 Lan There have for Rec and Dec 13 pecis 1986 (Rep) Shot. Do 13 pecis 1988 (Rec State. Do 18pc Nts of 1881 der S(A)8 Sec-journam (Thomas) 3.85m Relicot Tat 0.45m Do Var Rose Cave 0.43m UNT Noides Non-Vity 4.4942m Matrians, 3.125m Metal Sec 10-point 1992-97 State Needlers 4

Martin Ser 10-och 1992-97 State Martin Ser 10-och 1992-97 State Martin Ser 10-och 1992-97 State Martin Zachona 1-13-o Do A Mon-Vo Reliable From 1-35- Reliable From 1-SATURDAY MAY ? DIVIDEND & INTEREST PAYMENTS BBA Grp 10scth 1969-84 Spc \$LMC 7 turcEmin 1882-87 Spec Size Crick inch 10sec 1984-95 Skg Burtophs Corp 65cts Come (TJ 10scsubin 1979-84 Spc

> SUNDAY MAY S DIVIDEND & INTEREST PAYMENTS Timide Gro 117mets 1991-96 State

Seitz plant for Clydebank

A WEST GERMAN company.

It is Seitz's second European WEST GERMAN company. It is settly second cirropean wilfred Seitz, has given the gomanufacturing plant. The company chose Scouland after hockmanufacturing plant at Clydeing at locations in France, bank, which could create 77 Beiglum and England.

jobs.
Seitz will start production in
June at a 40,000 sq ft factory
modern pipe section manufac-June at a 40,000 sq ft factory modern pipe section manufacturing plants in Europe for velopment Agency at Clydebank Business Park on the former glass fibre and mineral wool insulation materials.

Fasier said than done. It takes long hours and a lot of hard work to be the very best there is

The proof of Hogen's commitment rests with our customers -the more than 70 banking and financial institutions using Hogan software packages to help them meet the challenge of change.

Hogan Systems began with a commitment, first, to envision what tomorrow might be; to see the spectacle of incessant change. And to provide the tools for tomorrow's sophisticated and complex financial world.

With a commitment to integrity. innovation, leadership and a partnership with our customers. Hogan set course more than five years ago to develop the complete family of software systems that will stand up to the ever-changing

environment today - and tomorrow. Today, Hogan develops, markets, maintains and supports an integrated and flexible line of standard banking applications software which is used with large scale IBM-compatible computer systems to meet the comprehensive

needs of the world's major financial

institutions.

Through integration, information entered into one system will automatically flow to the other systems. And, as a result of our unique modular design, Hogan's systems have the flexibility to be modified quickly in response to regulatory changes and technological advances. The pay-off is profitability.

TOMORROW'S SOFTWARE.



150 Regent Street London WIR SFA

Telephone: 01-439 6286

HERE TODAY. Fire May Bires Old Seed of the State of the

June 27-July 1 ... Manufacturing and Plant Maintenance Exhibition —PEMEX (01-486 1951) BUSINESS AND MANAGEMENT CONFERENCES

OVERSEAS TRADE FAIRS AND EXHIBITIONS

May 5-6 Monadnock: Successful joint ventures in Egypt May 9-11 10th Zurich international corporate finance May 10-12 ERG: International insurance conference (01-236 the busy manager should know about pensions (01-248 4444)

May 17-20

Lloyd's of London Press: Ocean carriers' rights and Uabilities (01-247 9461) May 17-20 EVAF: Business research for curporate develop-May 18-20 May 24 _ May 24-25. May 26-27 Juno 6-10

Press Centre, EC4 Zurich Carkon Tower, London

Centre Point, WC1 - --London Chamber, 69 Cannon Street, EC4 Royal Horseguards Hotel

Hamburg Monte Carlo Plymouth Guildhall Madrid

St. James's Square, SW1 Carlton House Terrace, SWI Holiday Inn. Swiss Cottage

Cumberland Hotel, London Tara Hotel, W8 Holiday Inn, Birmingham (01-347 4377)

Anyone wishing to attend any of the above events is advised to telephone the organisers to ensure that there has been no change in the details published.

NOTICE OF REDEMPTION To the Holders of

ENTE NAZIONALE IDROCARBURI

ENL

(National Hydrocarbons Authority) 61/2% Sinking Fund Debentures due June 1, 1987

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Sinking Fund for the Debentures of the above-described issue, Margan Guaranty Trust Company of New York, as Fiscal Again, has selected by lot for redemption on June 1, 1983 at the principal amount thereof \$424,000 principal amount of said Debentures, as follows:

Outstanding Deheatures of U.S. \$1,000 Each of Profix "M" Bearing Serial Numbers Ending in the Following Two Digits: 65 78 81

Also Debentures of U.S. \$1,000 Each of Profix "M" Bearing the Following Serial Numbers: 617 1917 3017 3717 5617 6617 7217 7817 8517 9417 10217 13017 14917 14917 20517 24117 1817 2717 3617 4717 5617 7417 8217 8617 10117 11317 13417 14917 17717 20617 24817

On June 1, 1983, there will become and be due and payable upon each Debenture the principal amount thereof, in such coin or currency of the United States of America as on said date is legal tender for the payment therein of public and private debts, at the option of the holder, either (a) at the corporate trust office of Morgan Guaranty Trust Company of New York, 13th Floor, 30 West Broadway, New York, N.Y. 10015, or (b) subject to any laws and regulations applicable thereto with respect to the payment, currency of payment or otherwise in the country of any of the following offices, at the principal office of Banca Nazionale del Lavoro in Rome or the principal office of Banca Commerciale Italians in Milan or the main offices of Morgan Guaranty Trust Company of New York in London, Brussels, Paris or Frankfurt or the main office of Algemene Bank Nederland N.V. in Amsterdam or the main office of Kredietbank S.A. Laxembourgeoise in Laxembourg-Ville.

Debentures surrendered for redemption should have attached all unmainred coupons eppurtenant thereto. Coupons due June 1, 1983, should be detached and collected in the usual manner.

From and after June 1, 1983, interest shall cease to accume on the Debentures herein designated for redemption.

ENTE NAZIONALE IDROCARBURI By: MORGAN GUARANTY TRUST COMPANY

April 28, 1983

120

NOTICE The following Debentures previously called for redemption have not as yet been presented for payment:

DEBENTURES OF U.S. \$1,000 EACH

()F(f()()) NEV FWSATTFN TONGHT

VAUXHALL MOTORS INVITE YOU TO WATCH THE ANNOUNCEMENT OF A NEW SMALL CAR, IN THE CENTRE BREAK OF 'NEWS AT TEN' ON ITV.

A CAR THAT DOES A LOT A LITTLE BETTER.



WORK STATION

Bridging language barriers

A COMPUTER work station capable of creating multi-lingual documents and communicating messages in several languages has been anounced in the U.S. by Xerox.

Based on the Xerox "Star" work station — recognised as the most advanced computer of its type — the multi-lingual system offers features thet are expected to make it particularly attractive to multi-ratical computers. attractive to multi-national com panies and business involved in international trade.

The multi-lingual work station can automatically switch between European languages, Jepanese and Russian, and will soon bo able to handle Hebrew, Arabic and Chinose, says Xerox. This is not a translation system,

What the computer can do however, it to translate characters from, for example, English into Japanese. Typically, an English-speaking user might type in a Japanese word pho-notically — Yokohame — for

With the press of a button the computer will convert the word into Jepanese characters. It does this by looking up the word in a 10,000-word tionary of Japanese terms. The phonic conversion system will also be epplied to give the machine Korean and Chinese languege cepability, says Xerox.

European languages that have a more limited variation in character sets are dealt with by creating an image on the video corporatee the special characters. Switching on the "virtual keyboard" automatically pro-duces the required character

Several computor manufacturers bevo begun to recogniso the need for multi-lingual character sets, as the personal computer and work station markets become truly intorna-tional. Apple computer, for examplo, includes two character sets for different European languages in its recently intro-duced Apple IIE. Other manufacturers have recently pro-duced microcomputers capable of handling the 6,349 charactor sets of the Japanese Informa-tion Standard for computers.

Nerox has however taken multi-lingual capability a step further. The Xerox Star is an expensive machino that is often described as the Rolls-Royce of

GEOFFREY CHARLISH LOOKS AT THE LATEST IN ROBOT SYSTEMS

Yes-man—a robot that is armed to the teeth

JUST EMERGING from the development phase at Potscentre in Cambridge and financed by Prutec, the technology investment wing of the Prudential Insurance Company, is a robot with two arms rather than one.

The machino can work over an area of 500 x 250 mm to a beight area of 500 x 250 mm to a beight of 250 mm shove an integral borizontal table end so is aimed et reletively small sized tasks. But it is eble to carry out complex assembly operations according to Petscentre chief executive Gordon Edge.

The two arms can be used in a co-operative mode or independently and the idea is that the robot, which has been named Yes-Man, should be eblo to carry out a wide range of co-ordinated tasks either on its own or in conjunction with a buman assembly worker.

The ability to carry out two separate tasks at a time will clearly cut operation cycle time and could lead to substantial

Prutec, which owns all the industrial rights to Yes-Man, has yet to find a manufecturer for yet to find a manufecturer for the machino and has talked to some 10 companies. The bope is that a sultable UK licensee will be found but Prutec's chief executive Derek Allam mekes it clear thet be will look elsowbero if necessary.

Each arm has three serve axes the powered by low cost DC motors. Shoulder and elbow drives are via barmonic gearboxes and vertical motion is by leadscrews in the two vertical elider columns. The work surface of the work surface of the machine is cast iron and the level language from a terminal.

At the manufacturing volume chassis

However, both Prutec and Pastcentre put considerable emphasis on words such as "cooperative" and "friendly" at the recent London introduction of Yes-Man, fielding questions ebout how many people the device would put out of work with considerable skill.

Apparently the machine has

with considerable skill.

Apparently the machine has been designed from the start with the idea that it should work alongside factory operators so as to improve their overall productivity. It is visualised that the robot will carry out the more routine portions of a task while the human is free to exercise his skills in the cognitive and manipulative elements to which be is best suited.

Yes-Man has en absolute place

Yes-Man bas en absolute plac-ing accuracy of 0.3 mm, a re-peatability of 0.1 mm, a maxi-mum spoed of 30 mertes per minute and a maximum load of

Each arm has three servo axes

of Yes-Man is expected to be about £19,000—which epproximates to the total cost of an assembly worker for a year.

However, both Prutec and Pastcentre put considerable emphasis on words such as "cooperative" and "friendly" at the electrically driven but pneumarecent London introduction of tic grippers can be supplied.

Special purpose tools that the
arms could wield include bammers, gluo dispensers, tape
applicators, circlip pliers and

soldering irons.
Control is via a hierarchial mniti-processor system and the three serve axes are under full digital control using one multitasking processor for each arm. Overall control is via a super-

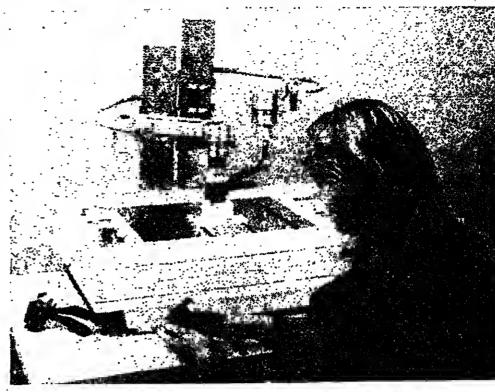
visory processor operating in real time. Program storage is on data tape cartridges.

The robot can also communicate and can act as a peripheral device to a cantral computer. It could also be connected to eutomatic test entipment or communicate with equipment or communicate with other devices including robots. The nocessary interfaces are

vertical elider columns.

of the arms themselves. The
work surface of the
is cast iron and the
accommodetes both

More on 01-499 0414.



Patscentre's two armed robot-designed to work alongside human beings in production

How GE's system sees a way to better welds

A TEAM at the Schenectedy, Now York research laboratories of General Electric Company of the U.S. has developed a vision component, called Weld-vision at the can staer itself along that can staer itself along the component of t

It continually observes the wold puddle (the pool of molton metal that surrounds tho electrode) and makes positional and current adjustment as it

The prospects are for a 15fold increase in productivity compared with conventional welding robots and a weld

that can staer itself along irregularly shaped seams in aimed primarily at tungsten the weld puddle and the joint flat sheet.

It can staer itself along irregularly at tungsten the weld puddle and the joint inort gas (TIG) welding robots in front of it on to the end of and can be applied to machines a fibre optic bundle. Each from any manufacturer; at the fibre transmits a tiny part of recent robots conference in the image so that the whole Chicago, the vision system was weld picture is transported to working in conjunction with a solid state TV camera.

GE P5 process robot.

There, it is digitised and TIG is a vary common weld-linked to a microprocessoring technique in which a tung-based system that analyses the sten electrode carrying 2 high scene presented to it and at the current operates near to the same time allows viewing on a Less work parts to joined. The resulting TV monitor.

the lines provides the micro with the deta it needs to issue keep the torch on track.

Apparently the system has sufficient intelligence to continuously analyse the weld puddle geometry and the data is then used by an adaptive controller to determine the corrections in welding parameters to maintain the desired conditions, including are current.

in diamoter around the elec-

paths such programming can welding is about three inches become impractical or even imper minute.

In addition, says the company, In addition, says the company, development programmo inmaintain the desired conditions, not eccount for all the variables sional parts such as aircraft that affect weld quality, such as variation in "fit-up" of the variables that affect weld quality, such as variation in "fit-up" of the two parts (the accuracy with of many types of joints inwhich the edges to be welded the system is reduced programment up). With the other geometry. welding rodots and a weld quality that can surpass that of the expert buman welder.

The sensor used is based in part on the idea—demonstrated at Ohlo State University Welding Research Centre — of viewing the wold puddle along the wold puddle

CONTRACTS AND TENDERS

stripes that can be seen by the once in operation, the vision. The GE system, it is claimed, vision system.

The apparent movement of monitoring an area about 1 in as they occur and act accord-

welding speeds of up to six GE points out that by cominches per minute have been parison, conventional wolding achieved for a typical steel robots require time-consuming plate of up to 0.125 inches thick programming for even the says GE, whereas the equivalent paths. For complex lent figure for manual TIG

The next stage in the development programme in-

geometry.

The Weldvislon system is expected to be available in production form for delivery by

Market leaders in micro technology illi i

01-741 5111 FORTURE SYSTEMS

Software

Spreadsheet on micros

TWO POPULAR financial model ing packages. Supercalc and Micro-Modeller are now available on Future Tech-nology Systems' Series 88 multi-function workstation.

Supercale is an electronic spreadsheet system while Micro-Modeller can be used to build and run company models, perform financial calculations and produce reports and graphs. More information is available on 05055 3637.

Card systems Monitoring

petrol pumps

Companies operating vehicle fleets will be interested in a card-based fuel management approach from Cardkey Systems which will monitor

and control the use of in-house peirol pumps.

The system is able to grant or deny access to the pumps at any time, control which driver or vehicle is able to obtain fuel and set limits on the accepts of feel that can the amounts of fuel that can be drawn.

It consists of a central con-troller, a number of terminals and the necessary software. Inventory data for up to 16 fuel tanks can be stored on floppy disc. Transaction data is displayed on a VDU and can be printed out in a variety of ways. Each terminal controls from

built-in card reader and keyboard. A user has to enter his own card and punch his personal identity number he-fore pump access is given.

Any terminal can be pro-grammed to stop dispensing fuel after e pre-set number of seconds, from five to 180. It is oven possible to program, the system so that it will only dispense fuel if the vehicle has travelled a certain mininum distance. More on 0734

To create a really top business class we started at the bottom.



Announcing the arrival of Thai's easier because the new seat reclines a new Royal Executive Class.

Designed to improve Business Class, we started out where a passenger spends most of his journey.

On his seat. The result, on our 747 Jumbos, is a First Class seat in every sense of the word. Bigger. Wider. More comfortable.

Not surprisingly, we needed more room to put them. So we created two spacious areas. One located upstairs where the First Class lounge used to be. The other downstairs with only twenty four

seats instead of thirty five. This means the aisle is not only wider, but there's considerably more space between your seat and the one in front.

Catching forty winks is also

full twenty inches.

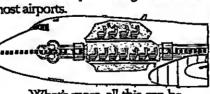
Enough on seating. On to eating. Part of any great service is

serving great food. In Royal Executive Class we go one better and give you a choice of menus.

So now, you can choose between the Chicken Legs and the Beef Stroganoff. Served on elegant

china with fine cutlery and table linen. Other niceties in the air include a selection of excellent wines and liqueurs, cheeseboards and baskets of tropical fruit, electronic headsets for your ears

and comfort socks for your feet. On the ground we offer speedy check-in at special Royal Executive Class counters plus lounge facilities at most airports.



What's more, all this can be enjoyed for just the full economy fare, or a little more on certain intercontinental routes.

Royal Executive Class is also available on our DCtO flights to the Middle East and our A300 routes throughout the Orient.

So even if you change planes, you start a \ and finish your journey in style. For the ultimate in Business Class,

> utive Class. We think you'll appreciate it from top to bottom.

fly Thai's Royal Exec-

REPUBLIQUE ALGERIENNE DEMOCRATIQUE

ET POPULAIRE [Algerian Popular Democratic Republic]

MINISTERE DE L'ENERGIE ET DES INDUSTRIES PETROCHIMIQUES

(Ministry for Energy and Petrochemical Industrice) ENTREPRISE NATIONALE DES TRAVAUX AUX PUITS (Netional Company for the Explokation of Othwells,

NOTICE OF NATIONAL AND INTERNATIONAL CALL FOR TENDERS NUMBER 1010/A1/MEC The Entreprise Nationale des Traveux oux Puits is lounching and International Call for Tendors for the supply of:

> Item No. 1: SPARE PARTS FOR PELLE DEMAG, TYPE H21P.

item No. 2 SPARE PARTS FOR FORKLIFT TRUCKS LANCER BOSS TYPE \$140/80

Tendorers intorested in this Cell for Tenders may obtain the specific from the tollowing eddrase: Entreprise Nationale des Traveux aux 2 rue du Capitaine Azzoug, Cota-Rouge, Hussein-Gey, Alger (Algeria — Depertement Approvisionnoments et Transporta (Supplie

Tanders, of which five (5) copies should be prepered, must be sent in a double applied anvelope, by meistered post, to the "Choi du QAT" (Heed of Supplies and Transport Department) at the above address. The outst envelope should be completely enonymous, bearing no company insignis, and stating simply "APPEL G'OFFRES NATIONAL ET INTERNATIONAL Numero 1010/A1/MEC — Confidential — A no pas quyrir" (National and Instantaional Cell for Tenders Number 1010/A1/MEC — Confidential — Qu not open).

Tandors chould be sent to arrive by 12.00 hours on Saturday, 16 June 1983, at the very letest. Selection will be made within 190 days from the closing data of this Call for Tenders.

Bangladesh Power Development Board GREATER DHAKA POWER DISTRIBUTION PROJECT - Phase 1A

Tenders ere to be invited throughout May 1983 for the undermentioned contracts which are being financed by the Overseas Development Administration under the United Kingdom/8angladesh Project Grant 1978 for the above mentioned project:— SUPPLY AND DELIVERY ONLY

Specification No 8243/1 insulators and Fittings for 11 kV and 400 V Overhead Lines.
Conductors and Fittings for 11 kV and 400 V
Overhead Lines.
Transformers and Switchgear.
Insulated Cables end Accessories for 11 kV 8243/2 8243/3 8243/4

TURNKEY CONTRACT Replacement of Transformers and Rehabilitation of Mirkedim 33/11 kV Substation. of Mirkedim 33/11 kV Substation. It is anticipated that sets of documents required for preparation of Tenders will be available by 1 June 1983 but interested parties should write immediately, stating which of the Specifications they require and enclosing the appropriate deposit(s) to the Consulting

igineers:—
whank and Partners Ltd., Consulting Engineers, Prudential House, North Street, Brighton BNI IRW, Sussex. A deposit of £200 is required for each specification document requosted, such deposits being returnable on receipt of valid tenders. Closing date for receipt of completed tenders will be advised as each specification is issued.

Copies of the specification document will be available for reading purposes only at the Consulting Engineers Office in Brighton and at:—

Project Management Group, House 47 Road 135, Gulthan, Dhaka Bangladesh.

INTERVENTION BOARD FOR ACRICUTURAL PRODUCE INVITATION TO TENDER

Tenders are invited for the urgent supply of: OD tennes of bagged and wheat flour to Egypt for delive no earlier than 23 May 1983 and no later than 30 May 1983.

2) 25 tonnes of begged soft wheat flour to Gamble for delivery on FAS Liner terms to en EEC port. Loading shall commence no earlier than 23 May 1983 and no loter than 30 May 1983.

1983 and no loter than 30 May 1983.

The prices for the supply end transportation costs of the soft wheet flour for the shows tenders will be determined on exemination of the tenders which must be submitted by noos on Thursday, 12 May 1983, to: Home Grown Carsers Authority, Hamiya House, Highgata Hill, London N19 5PR.

3) 27,240 tonnes of bulk soft wheat to Ethiopis for delivery on e fob stowed and trimmed basis to an EEC port. Loading shall commence no certier than 23 May 1983 and no later than 30 May 1983.

4) 3,000 tennes of bulk soft wheat to Bengladesh for delivery on a fob slowed and trimmed basis to on EEC port. Loading shall commence no certier than 23 May 1983 and no ister than 30 May 1983.

5) 3,000 tennes of bagged soft wheat to Meuritanic for delivery on e fob etowed and trimmed basis to an EEC port. Loading shall commence no certier than 23 May 1983 and no later than 30 May 1983.

The prices for the sapply and transportation costs of the soft wheet for the obove three tenders will be determined on examination of the tenders which must be submined by noon on Wednesday, 11 Moy 1983 to: Home Grown. Notices of Invitotion to tender for all the above, together with tendering

Notices of Invitotion to tonder for all the above, together with tendering forms may be obtained from; Branch 8 (Caresto), Internal Market Givinion, Internal Market Givinion, Intervention Board for Agricultural Produce, Fountain House, 2 Queene Walk, Reading RG1 7QW, Yol; Reading (0734) 583528 etc. 368/276.

CYPRUS PETROLEUM REFINERY LIMITED ENERGY

CONSERVATION/UPGRADING PROJECT

Cyprua Petroleum Refinery Limited (CPRL) are proposing to carry out an energy conservation/upgrading project on the crude oil distillation unit at their 16,000 barrel per day refinery at Larmaca. Contractors wishing to be considered for inclusion in the

Contractors wishing to be considered for inclusion in the selected list of tenderers for the above contract, will be required to pre-qualify. Consideration for inclusion in the selected tender list will only be given to those contractors who have demonstrated their ability auccessfully to complete refinery or petrochemical projects.

Pre-qualification questionnaire documents can be mailed on request by CPRL (Telex No. 2267) to interested contractors. These should be returned in a sealed envelope marked "Private and Confidential" Tender FMI/83 to the General Manager, Cyprus Petroleum Refinery Limited. P.O. Box 27S, Larnaca-Cyprus, not later than 14.00 hours local time on friday, 27th May, 1983.

CLASSIFIED ADVERTISEMENT RATES

Per line £ 8.50 6.50 9.00 Commercial and Industrial Property Residential Property Appointments
Business, Investment Opportunities,
Business for Sale/Wented 8.50 6.50 6.50 6.50 \$.50 Personel Motor Cars
Hotels and Travel
Cootrects and Tenders
Book Publishers

Premium positions available (Miolmum size 30 column cms) £6.00 per single column cm extra For further details write to: Classified Advertisement Manager Financial Times, 10 Cannon Street, EC4P 4BY

30.00 22.00 22.00 22.00 30.00

cm £ 30,00 22.00 31.50

41.77

BUILDING AND CIVIL ENGINEERING

Construction industry revival increasingly uneven-Fordy

THERE ARE still no firm signs of a sustained recovery taking effect throughout the construction industry, according to the latest state of trade inquiry conducted by the National Federation of Building Trades Employers.

The survey indicates that workload prospects in some sectors of the building market have recently improved but, equally, it underlines the widely differing experiences of individual parts of the construction

This cautious conclusion comes at a time when prospects for the construction sector have taken a definite turn for the better, with several major contractors reporting improved profits and sales of building materials showing significant

But the NFBTE says that while prospects look better and a growing proportion of its members report a rise in customer inquiries, the appa-rent upturn is not yet reflected m any improvement in output. Total output in 1982 rose by 1.5 per cent and an increase of up to 4 per cent is expected



rising number of contract mquiries, but 22 per cent say they are declining. There are pronounced variations between regions—with the north west and the Liverpool area remaining very depressed—and sub-stantial differences between levels of housing and other types of construction activity. Housebuilding output is now rising significantly, and private starts in 1983 are expected to reach at least 160,000, against this year.

The latest inquiry says that, of 500 member companies, 33 per cent are now reporting a work is, according to the

NFBTE, "at best cautions and at worst gloomy."

The Federation says that despite a small improvement registered since the previous continue to show an unchanged nr negative rate of new inquiries.

Moreover, the industry is still working well below capacity. Only 28 per cent of the companies replying to the Federation's survey said they were working at full capacity and 19 per cent said they were operating on as little as half, or less than half, capacity.

Commenting on the results, Mr Malcolm Fordy, NFBTE president, said: "This latest survey highlights the large and growing gulf between the housing and non-housing sectors of our industry.

ing and non-housing sectors of our industry.

"It is no longer relevant to talk simply in terms of construction prospects. We are now divided into two markets—one for new housebuilding and renovations, where recovery is clearly forging ahead, and the other for industrial, commercial and non-housing work where prospects still look exceptionally depressed."

Mr Fordy said it looked likely that private industrial and com-

that private industrial and com-mercial investment in buildings would fall this year. There had been a "welcome, small flurry" of extra public works orders in the wake of the government's capital underspend initiative last year, but this momentum would have to be sustained into the new financial year if the industry was to avaid "another vicious cycle of depression" in



Lintels looking up

COMPLACENCY IS an artitude which Tom Burge will not tolerate. As managing director of IG Lintels, Cwmbran, he has made sure that his workforce, especially his salesmen, are many of his views. especially his sale

The result has been that in a period when the building industry has been in deepening recession IG Lintels has been able to improve its profits in three years, from £400,000 in 1980 to £650,000 last year, and with every prospect of doing even better this year.

with every prospect of doing even better this year.

Tom Burge says that with a turnover of around £6m per industry. The leader is Cainic with almost double the turnover. He does not find this worrying—rather the reverse, and likes to quote the Avis advertisement slogan "We try harder," Tom feels that being mumber two gives him plenty of the sales and over five years built the sales succumb to the blandsh ments of the steel lintel. His other major potential is the expert market which currently only accounts for about in the industry. The leader is Cainic was battling against higher two position in the was battling against higher working against higher working against higher the expert market which currently only accounts for about 19 years behind Britain in many techniques and materials. In particular, most lintels are of concrete. Tom expects to make some inroads advertisement slogan "We try harder," Tom feels that being mumber two gives him plenty are a stoll the five sales and over five years built the sales succumb to the blandsh ments of the steel lintel.

His other major potential is the expert market which currently only accounts for about 31 per cent of his production, about 10 years behind Britain in many techniques and materials. In particular, most lintels are of concrete. Tom two gives him plenty and the construction demand over capacity.

But the excess of construction demand over capacity is the expert market which currently only accounts for about 31 per cent of his production, about 10 years behind Britain in many techniques and materials. In particular, most lintels are still ment has fallen by some 30 ner cent.

But the excess of construction demand over capacity in the traction demand over capacity.

By 1976 the excess of construction in the ments of the steel lintel.

His other major potential is the expect of his production, about 10 years behind Britain in many techniques and materials. In particular, most limits, and the construction of the first market which currently only accounts for a

of room for improvement.

IG Lintels is a subsidiary of the Diploma group, which has diverse interests ranging from dry cleaners through precision engineers to electronic components distribution. The group's chairman, Christopher Thomas, has a high regard for Thomas, has a high regard for Tom Burge and his efforts at IG Lintels, describing the sales team as second to none. Before becoming managing director, Tom was sales director, and Tom was sales director, and over five years built the sales

IG Lintels.
The steel lintels made by the company are designed to avoid some of the problems encountered with other types of lintel. In section it is shaped like a top bat, with the crown projecting into the cavity between the brick outer face and the inner block leaf. The "rim" of the "hat" sits in the mortar runs and no brick or block cutting is required. Insulation value is said to be equivalent to light aggregate blocks, and a damp course is not

Press-formed from beavily galvanised ateel sheet (2.64 to 3.25 mm thick), the lintels are

welded the risk of corrosion is eliminated. Lengths range from 600 to 4,800 mm.

Ten years ago, when Tom Burge was with a concrete lintel manufacturer, 90 to 95 per cent of lintels used in the house building sector were of concrete. Now the proportions have completely reversed Tom concrete. Now the proportions have completely reversed. Tom says this proves the superiority of steel lintels, as both types bave always been equally available.

Although 85 per cent of his business is in the housing sector, Tom Burge is confident that the commercial sector will also succumb to the blandish-

facilities. The project was completed last week, coinciding with the 25th anniversary of for Hungary

HUNGARY'S construction in-dustry is testering nn the edge of a foreign business boom. Although earnings abroad totalled only 3bn forint (£48m) last year, the figure represents

30 per cent increase on the
1981 performance—in a year
when most western contractors
find to fight hard just to maintain earnings levels. Hungary's 1981 foreign construction earnings were 30 per cent up on those of 1980.

Now with an increasing excess of capacity at home, signs galvanised after sheet (2.65 to 3.25 mm thick), the lintels are as strong as the more conventional box-section steel lintel, but as they do not have to be welded the risk of corrosion is eliminated. Lengths range from 600 to 4.800 mm.

Ten years ago, when Tom Barge was with a concrete limiel manufacturer, 90 to 95

Unlike some other East European countries, Hungary did not seriously look to construction work outside the domestic and Comecon markets until 1978, and even now exports account for only 5 per cent of total construction capacity. But, as with its western com-petitors, Hungary's construc-tion industry was firreed abroad by a downturn in domestic activity.

VERSATILE STRUCTURES For Offices, Factories, Warehouses CRENDON STRUCTURES LIMITED Long Crendon, Aplastiany, Backs, HP18 988. Tel Long Grendon (0844) 208-281 Teles: 23249 Northern Office: Warrengate House, Lower Wassengate, Wasterlold, W Yorks, WF) YSA, Tet: (0524) 361518

nologies over the whole range of construction activities, on the basis of a massive industrial and social development plan. In particular a pro-gramme for the building of 1.5m apartments in 15 years encouraged them to seek their own solutions to the problems of mass, low-cost housing and reducing the labour required per construction unit—advan-tages particularly applicable to new markets in the Middle East and Africa,

As a result, Hungary is now As a result, Hungary is now involved in design, civil engineering and turnkey projects as both a main and subcontractor. Current activities include the design of a 500 kilometre railway between Tripoli in Libya and Sfax in Tunisia, comprising over 90 major bridges, 30 overpasses major bridges, 30 overpasses and over 500 culverts; a 1,000-apartment bousing project in Libys; a mass housing scheme and design projects in Algeria; and reconstruction of the port of Calabar and design work for the new capital of Abula in

But the Hungarian construction industry sees its best pros-pects abroad in co-operation with Western firms. It is already working with Austrian, Italian, Danish and West German contractors abroad and is now seeking a tie-up with the seeking a tie-up with the Turkish construction industry

INTERNATIONAL CONTRACTS £23m Lesotho airport

KIER INTERNATIONAL, a member of the French Kier Group, has been awarded the civil engineering and building works contracts, valued at £23m for the new Maseru International Airport. The 26 month project for the Government of Lesotho includes the construction of 4,800 metres of runways and taxiways, aprons, roads, car parks and drainage works, and building seven main airport to the contractor, and Kier is working from an essentially bare site. Lesotho's present airport, also near Maseru, is only capable of taking small internal airlines planes from surrounding countries, but the new airport will be capable of accommodating international aircraft.

denius.

Sured e

and has

(respect to

grota ; le

COMPA.

of courting

1 3/8/2019

ĮÇ.

UK CONTRACTS Matthew Hall wins £27m

MATTHEW HALL MECHANICAL AND ELECTRICAL
ENGINEERS has three orders totalling over £27m. They are for air-conditioning, heating, ventilation, plumbing and fire engineering services at British months. Other contracts include Airport Anthority's new Terminal 4, Heathrow Airport; nechanical and electrical installations in a large defeace project for the Property Services Agency; and for building laboratory services in the new Phase 1R of St Mary's Hospital Phase 1B of St Mary's Hospital redevelopment, London W2 for Regional Health Authority.

CLUGSTON CONSTRUCTION has received almost £4m wmrth of orders for a variety of building and civil engineering contracts. The largest is a £1.2m sea defence contract for the Crown Estate Commissioners at Sunk Island on the north bank of the Humber Estuary. Building contracts, totalling £2m, have been obtained from Bradford Metropolitan Council for the construction of a school and a psychiatric unit at Scunthorpe General Hospital for the Yorkshire Regional Health Authority. Civil engineering contracts included roads and sewers for Hull City Council and civils work to an antomatic beet sampler at Brigg sugar factory for British Sugar. CONSTRUCTION

1983, from:-

Contracts worth £4m have been awarded to the FLETCHER GROUP, the housebuilding arm of London and Northern Group, E. Fletcher Builders (Midlands) will construct 36 elderly persons dwellings at Loney Street, Macclesfield, in a 5569,000 contract for Templer Housing Association. In two contracts worth £543,000 Fletcher will modernise nine houses at Stoke for Beth Johnston Housing Association and 57 houses at Congleton for Congleton Borough Council In a programme with South Holland programme with South Holland District Council Fletcher has a £2m contract to design and build 22m contract to design and build 28 dwellings for elderly persons together with 81 low cost joint venture bouses at Hollybrook, Holbeach. In Bristol, Alfred Robinson (Builders and Con-tractors), another part of the Fletcher Group, has been awarded an £831,000 contract by Bristol City Council to build 50 dwellings at Tarnock Avenue.

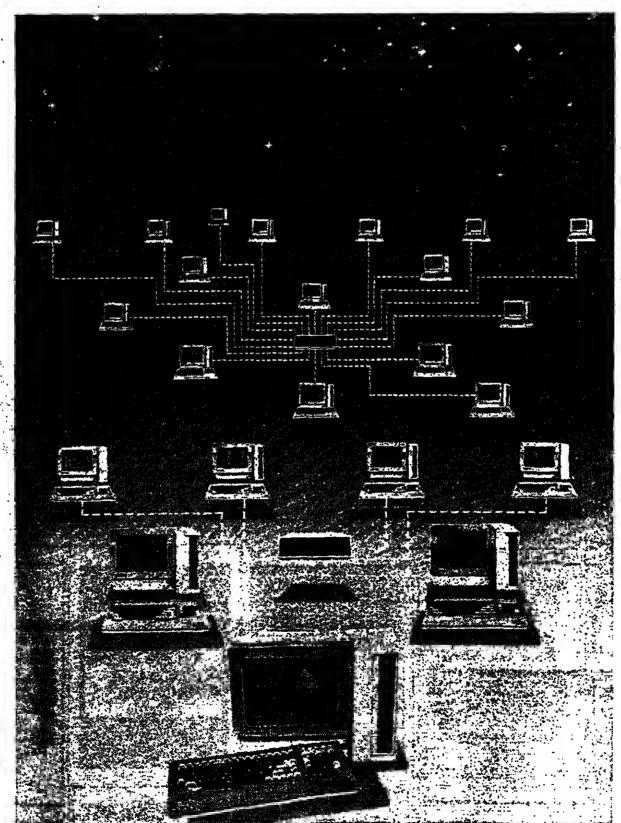
Sugar.

A two-year pipelaying contract worth an estimated £3\text{\text{m}} has been awarded to PRESS CONSTRUCTION by North West Gas for work in Central Lancashire and East Cheshire. Press Construction's Swindon-based distribution region has set up a depoint of 10 clindam and expects to recruit around 120 operatives and supporting staff to service the territories. Starting in April, the contract entails the laying of main and service gas pipelines in areas centred on Rochdale, Oldham and Stockport.

GORDON NORTH (BUILDERS)
bas received a batch of contracts as £2.7m refurbishment for Town and City Properties at Mulberry Street, London, turning disused warehouse into modern offices with completion expected within one year.

Town and City Properties has also placed a £1.6m contract for major refurbishment works at 40 Adler Street, London, with completion within six months.

TeleVideo. The economical computer for today that expands for tomorrow.



When you shop for your first personal computer, make sure you choose the one that comes equipped with a promising future. You see, once a computer becomes important to your operation, the natural step is to extend its powers to more people. The key to such future growth is computer networking, and TeleVideo is one of the world's leading manufacturers of personal computers and networks.

Either of our 8 or 16 bit personal computers can help you do your jobs faster, smarter and better-by itself, or in a TeleVideo network. Our network links any combination of up to sixteen 8-bit or 16-bit computers together using industry standard CP/M® software. That means you can pass data between separate computers, and share expensive peripherals like printers. So if you want personal computers with a solid future, talk to TeleVideo. Contact the TeleVideo distributor nearest you.

For more information, call one of our European offices: EUROPEAN SALES (HOLLAND) (31) 075-29-7461 UK/SCANDINAVIA SALES (44) 0908-668-778

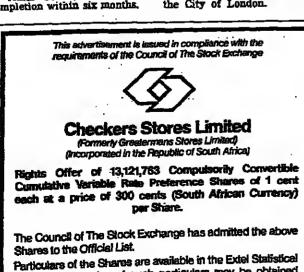
Or contact one of our International distributors: COLT COMPUTERS, LTD.

Hourslow, 01 577 2686 DATATYPE INTERNATIONAL wn, 063 33 65307 Croydon, 01 686 9687 MIDLECTRON Beloer, 77382,68111 Belor, 77382.58111
DATAMETRIX AB
Sweden, (45) 0760-50160
DATAMETRIX OY
Priland, (358) 090-523400
VIKING MICROSYSTEMER A.S.
Norway, (47) 02 64 20 65
HERMES PRECISA DANMARK A.S.

Televideo Systems, Inc.

TeleVideo computer systems are fully serviced by our network of International distributors.

CP/M is a registered trademark of Digital Research, Inc.



Grenfell and Colegrave, 55-61 Moorgate, London EC2R 6DR

Service and copies of such particulars may be obtained during normal business hours up to and including 27th May,

3rd May, 1983

TRE FIRST mention in this year's Budget speech of the new Business Expansion Scheme brought a particularly eager glint to the eyes of two North of England entre-

preneurs.

As joint managing directors of Dicon Electronics, Mike Barker and Danny Bergman had been trying for some months to persuade two experienced and successful big company executives to invest personal money in their small Bnry (Lancashire) based business. But until the scheme was announced, they bad not received a definite response.

Set up in 1977 to specialise

Set up in 1977 to specialise in video electronics Dicon bas in video electronics Dicon bas eince moved into a number of new areas, notably the wider exploitation of its microprocessor based technology. Needing more capital to develop its ideas and with two individuals in mind, tha company and its advisers. Arthur Young McClelland Moores, first took a close look at the Business Start-up Scheme last December—only to find that the rellefs available were restricted to companies were restricted to companies which had been trading for less than five years. (Dicon, in fect, had been going for five years, three months.)

three months.)

The company'e subsequent search for venture capital embraced specialist institutions and industrial companies. But none offered a sufficiently attractive financial package or working relationship. Happily the quest effectively ended when the Chancellor gave first details of the new Business Expansion Scheme.

The scheme enables "outside" individual investors to claim tax relief on the cost of shares purchased in a wide range of established unquoted trading companies, not just new ones.
And as Bergman points out:
"As far as we were concerned
this clinched the deal for us."

By putting up £75,000 of their own money this week for a 26 per cent stake in Dicon, the two unnamed individuals mey well be the first to take advan-tage of whet is potentially e very far reaching measure to help small husinesses. (They are, incidentally, taking a risk that the legislation, currently only at the Finance Bill stage, will ultimately pass onto the

Statute Book.) Tax relief or no tax relief though, the two will not be disappointed if the company con-tinues its recent progress. One of the many bundreds of small UK electronics companies set up to exploit the engineering skills and inventive flair of its founder, Dicon hea survived by sensibly broadening its manegement team, simplifying owner-ship and control and widening its capital base. Turnover is currently running et about £im but this is expected to increase

Private capital wins the day

Tim Dickson on a young company that plans to use the new business expansion scheme



Barker's hackground is unusual in that before setting up Dlcon he spent 14 years with the Lancashire Constabulary. Far from being a "bobby on the beat," however, his responsibeat, nowever, his responsi-bility was developing electronic surveillance systems end he used closed circuit TV tech-nology to design and build that Force's first colour TV training

When the Police Force was reorganised in 1976 and Lanca-shire lost much of its autonomy. Barker spotted the opportunity Barker spotted the opportunity to realise a lifelong ambition. He set up his own company called Dicon, starting in his beck room with an overdraft and £700 initiel cepital subscribed equally by himself end six directors of a security company company. peny called Securivision. Dicon quickly made its mark with switching and control equipment closed linking multi-camera circuit survelllance systems to their monitors.
There seemed to be lots of companies making cameras and monitors but nobody much manufacturing the electronic devices to link those cameras into the monitors in sequence," he explains.

The growing market for

rapidly. The company hopes to security surveillance systems—double its 30 strong workforce industrial users and big store groups to name but two areas— provided a sound base for Dicon. But the company soon branched out into new areas. Other applications for video Other applications for video technology was one—product monitoring systems, for example, were devised for customers in the aerospace and nuclear fuel industries—while

the big new area of micropro-cessor based applications was another, Since it is in a number of different areas, Dicon bas no major competitor—though it does notice the competition. Bergman believes the company keeps its nose in front hy responding quickly and with practical solutions to technical

Inevitably Dicon's heady expansion put pressure on Barker who wisely decided to look outside for new business and marketing skills to complement marketing skills to complement his own technical abilities. With the belp of his Securivision directors the company approached Bergman, a 42-year-old electrical engineer who had spent the previous 13 years with the glant Raychem Corporation, helping expand Its international color in Furna and Africa. sales in Europe and Africa. The move at the end of 1980

stage from the converted third floor of a disused textiles mill) was a hrave one by any standards. "When the Idea was first put to me I thought the company too small," recalls Bergman. "They persuaded me to go and visit the site and I came away very excited by the equipment they had designed, the level of workmanship and the eothusiasm. I saw a lot of untapped potential."

At the same time Bergman

At the same time Bergman identified two fundamental problems—first, the board of eight directors (as it became) was too large for a small company and secondly Dicon was undercapitalised to take advantage of the opportunities ahead. "In microelectronics you need to invest e lot up front," he observes.

The first obstacle was resolved when Securivision was taken over by a London-based group. "As the directors had other interests by mntual agreement they sold Mike and me their shares."

Once in control of their own destiny Barker and Bergman identified three potential sources of support—a venture capital institution, an industrial partner and private individuals.

"We saw venture capital as "We saw venture capital as the most likely," says Bergman, "but the price of the one firm offer we got was not attractive, though we liked the attitude of the people we dealt with. We did not seriously pursue any of the industrial companies we were told might be interested for the simple reason that such a partner would almost cer-tainly bave wanted to take ultimate control. We felt ideally that individuals would be best and then the Business Expansion Scheme came along."

Dicon's case will perhaps add fuel to the fears of financial institutions that the new scheme represents a serious threat to them. Bergman, however, stresses the high risks for all concerned with this type of investment, "I think it is vital for the parties to be compatible.

One of the investors, the chief executive of the UK subsidiary of a large American Corporation, explains his reasons for taking part in the deal. "I am very keen on the company anyway," he says, "but the tax relief makes my involvement much more attracinvolvement much more attractive. I am due to retire in five years' time hut I want to keep on working with somebody. Under the rules of the Business Expansion Scheme you are not allowed to get clean involved. allowed to get closely involved for five years but after that there's nothing in the way. I am also looking for a couple of other companies where I can make similar investments and from international salesman to hring them the benefit of my general manager of a tiny elec-business experience."

In brief ... EXPANSION through Fran-

"EXPANSION through Franchising — How to set up a franchise network" is the subject of a two-day intensive course in London later this month (May 24 and 25) organised by the British Franchise Association. The course is aimed at owners and directors of large and small companies thinking of using franchising for the first time; of professional advisers wishing to gain a better understanding of the sobject; and existing practitioners wanting an update on curreot practice. The fee is £240 plus VAT. Details from the conference secretary, The British

VAT. Details from the conference secretary, The British Franchising Association, Grove House, 628 London Road, Colnhrook, Slough, Berks SL3 BQH.

"Franchise Forum," jointly presented by the BFA and the Institute of Marketing, follows on June 22. This will inclode a seminar, an all-day exhibition and an advisory exhibition and an advisory service. The fee is £85 plus VAT (or £80 plus VAT for members of the BFA or the Institute of Marketing). Details from Harold Shilling. the Collega of Marketing, Moor Hall, Cookham, Maidenhead, Berkshire SL6 9QH.

MORE THAN 100 seminars have been organised throughout the UK to help guide professional advisers—accountants, solicitors, bankers and stockbrokers—through the maze of Department of Industry small business incentives. They are heing staged as part of the back-up to the Government's current £2.5m TV and Press current £2.5m TV and Press campaign to publicise the measures. Indications are that the response to the seminars has been overwhelming. For information contact Murray Charlton, of Deloitte Haskins and Sells. Tel: 01-248 3913.

"MICROCOMPUTERS and the Small Business" is the title of a course designed for small businessmen about to use a microcomputer, which will be held over four evenings (beginning May 18) at Brooklands School of Management Small Business Advisory Small Business Advisory Centre, The cost is £36. A separate course (cost £50) over six evenings beginning June 7 will be held for those June 7 will be held for those starting np a small husiness. Details from Roh Lambert and Wayne Thomas, Brooklands School of Management, Brooklands Technical College, Heath Road, Weybridge, Surrey. Telephone Weyhridge \$3300, ext 280.

Loan guarantee demand

BANKS AS a rule have not been over eager to disclose what their experience has been with the Government's Loan Guarantee Scheme. However, the table below gives as near an indication as is currently available. It covers 23 of the 30 participants. Under the scheme the Government guarantees 80 per cent of approved bank loans up to £75,600—In return for a premium equivalent to 3 per cent of the guaranteed portion of

of the guaranteed portion of the loan.

The table shows in the first column bow much money each of the banks has put out in total under the scheme. In the second and third columns are shown the costs involved (besides the premium), and under the seal heading are

ciaims made to the Department of Industry under the guarantee.

Not surprisingly perhaps most banks individually refuse to reveal the extent of their "failures." The DOI only gives an overall picture, pointing out that for the financial year 1982-83 guarantees paid out exceeded premium income by around £8m. Some banks have broken ranks though, with for example NatWest being the only clearer to givo a

the only clearer to givo a figure. The table shows that the

hig four high street banks have done most of the lending but it also shows some significant variations in terms. The Co-operative Bank is the cheapest source of this form of money. Beneficial Trust is the most expensive (Not surprisingly, perhaps, it has approved no applica-

He pro

has approved no applications.)

Excluded from the table
are Bank of Credit and Comerce International (no figures
yet available), British Linen
Bank (no applications
approved), Connty Bank and
Hong Kong Banking Corporation (not disclosed),
Swiss Bank Cor-poration
(figures not available under
Swiss banking regulations)
and Northern Eank and
Ulster Bank (both operating
in Northern Ireland where
the seheme has been little
used).

Breakdown of finance sources

Bank	Value of applications approved/loans made	Interest over base rate	Arrangement fee	Dol claims to date
Allied Irish Banks Ltd	£350,000	21%	1%	nil
Bank of Ireland	£596,000/£250,000 UK including N Ireland	1-3%, usually 2%	1%	nil
Bank Leumi (UK) Ltd	£1m	21-21%	£100 per transaction	£20,000 n/e
Bank of Scotland Barclays	£5.7m £54m ·	2}% 2}%	None 1% np to maximum of £500	n/a
Beneficial Trust Ltd	n/a	5% over BT hase	typically	nil
Brown Shipley	n/a/£175,000	2%	1 -1%	nil
Clydesdale Bank	£3,069,070	2½% minimum: can vary	1% flat	n/a
Commercial Credit Services Ltd	£3,235,592/£1,981,800	214%	1% (to max £500, with discretionary walver)	£313,200
Co-operative Bank	n/a/£3.6m	11%	£50 min, £100 max	п/&
Coutts & Co	£925,000/£600,000	21%	1% to max £500	nil
Hill Samuel Ltd	£1.5m	2% (basic terms)	₹% flat	£200,000
ICFC Ltd	£16.6m	141% fixed rate	1-14% no max	n/a
Lleyds	£58m/£48.5m	2%	1% to max £500	n/a
Midland	£56,7m/£55.7m	21%	1% to max £500	n/a
National Westminster	£76.6m	11%	1% to max £100	£2.2m
Norwich General Trust	n/a/£52,500	3%	1% to max £1,000	nil
Royal Bank of Scotland	£5.6m/£3.1m	21% (some variation)	1% flat	£87,000
Standard Chartered Rank Ltd	£270,000/£254,000	2%	1% (£50 min £250 max)	nil
TCB Ltd	£473,000/£243,000	2% over NetWest base rate	1%	nil
United Dominions	n/a/£1.2m	21%	1% to max £500	£10,000
Trust Ltd Williams & Glyn's Yorkshire Bank	£11.8m/£5.5m £7.747.000	21% 21%	1% (no max) 1% (no max)	n/a £1,359,140

UNITED STATES OF AMERICA A FIRST CLASS INVESTMENT

FOR SALE IMMEDIATELY

40 American oilwells producing 70,000 barrels of oil since 1972. Pumping 700 barrels per month. The oil refinery pays you \$30 per barrel. Sale Price \$30,000,000

Three drilling rigs less than a year old capable of drilling down to 14,000 feet. A 41" drill piece is included. The rigs are diesel-electric and can be shipped anywhere at any moment. Each rig \$7,000,000

For information contact:

AMERICAN OILWELLS INTERNATIONAL

Joseph Mileger, BIM HASEL Suite 1322, Zollikofen 3052, Switzerland Tel: 031 57 66 32 Telex: 812 656

The franchise that turns a little dough into a lot of bread into a lot of bread if you are seeking a business of your own and wank the security of being part of an experienced group, why not consider an Others Het Bread & Coffee Shop? Others Het Bread & Coffee Shop? Others are now offering to ambitious people, preferably husband and wife teams, the opportunity to run their own business within our system. A total capital investment of approximately \$150,000 is required with a minimum of \$50,000 expected from you wie can have you fully trained and operating your own; business; in 6 to 9 months Sees available throughout the U K. Hot Bread and Coffee shop further details please wrate to the Managing Managing Director Offwarst U K Mad DEPT Olympic House 142 Queen Street Glasgow G1 38U Tel 041 226 3333

LIMITED COMPANIES FORMED BY EXPERTS FOR £97 INCLUSIVE READY MADE £105 COMPANY SEARCHES EXPRESS CO REGISTRATIONS LTD Epworth House 25-36 City Road, London, EC1 01-628 5434/5, 7361, \$936





TELEVISION

A substantial U.K. company with existing experience of cable T.V. in the U.K. is currently consolidating its plans for consortia in various parts of the U.K. and would be interested to hear from companies and individuals willing to consider participation in cable projects in the U.K. with a view to discussing mutual co-operation.

Please write to:

Box No. 371 Streets Financial Limited 18 Red Lion Court, Fleet Street **London EC4A 3HT**

DISCUSSIONS LEADING TO POSSIBLE MERGER/ACQUISITION

As owner of a small, profitable but highly seasonal business I would like to talk to similar (up to £2 million turnover) company principals thet do not have my April/September menufacturing

Initially please write in strictest confidence stating general interest and field of ectivity to Box F4009, Finencial Times, 10 Cannon Street, London, EC4P 4BY.

Severe Financial Pressure

WE CAN HELP Receivership o possibility

Listed UK Group diverse interests can offer new capital and mengement assistance to companies with potential. Initial eppreach welcome from principals or their advisers Contact: Development and Acquisition Manager

Acquaism.
CENTREWAY
INOUSTRIES plc
1 Waterloo Street
2 Immingham 82 520 Tel: 021-643 3941

TURNED DOWN BY YOUR BANK? Highly qualified Senters' Financiere and Monoy Brokers. Quick decisions on secured eropositions in occase of £50,000. We specialise in financial packages of £1m +. Feas gayable only when lecitiles are agreed.

BARLING FINANCE BROKERS
18 Queen Street, Mayleir
London W1X 8JN
Tolephene: 01-491 3217

High Quality VISITING CARDS photoset and litho printed SAME DAY for copy brought in by 10.30am or 'faxed' in on 61-734, 1144

Also inexpensive 4 day service 200 black on white £14.40 + VAT all on 300 gsm best wory board phone 01-836 2670 for details all office design and printing

PRINTRONICS 25 Shelton St., Covert Gdn, WC2 The company with a different attitude

GLOBEWIDE tinues to arrange major Lines

of Credit in Sterling and
Foreign Currency for:

1. Corpemte Finance
2. Progety Oovelogmen and
Investment
3. International Tmde
4. Venture and Equity Cagital
5. Refinancing and Capital
Restructure
6. Mortgegas: minimum £50,000
Principals only should write to:
GLOBEWIDE PINANCE LIMITED
77 Moscow Road
London WZ 7EL or
Tel: 01-727 6474 - Telex: \$963820

FREEHOLD RETAIL INVESTMENT

CENTRAL SCOTLAND

Recently completed, fully-let, town-centre shopping development, comprising supermarket and 10 shop units. Excellent covenants.

HIGH YIELD

PRICE-£I.I M

Enquiries to:

CONRAD RITBLAT . 78 St Vincent Street Glasgow G2 STX Telephone: 041-225 3971

Strutt & Parker +

DIFFICULTY IN RAISING BID AND/OR PERFORMANCE BONDS

We ere an expanding UK based, International trading company with adequete cash resources and considerable In-depth experience in the execution of multi-million pound international supply contracts. We are seeking associations with companies or individuals who are in the process of negotiating, or who have identified, such contracts but feel restricted through lack of financial or logistics support. We are eble to structure such associations to suit individual requirements and are primarily interested in contracts valued between film and £25m.

Ropties, which will be treated in the strictest confidence to: Box F3985, Financial Times, 10 Cennon Street, London EC4P 48Y

AVAILABLE NOW SHEP PERCHASE C CHEST HOUSE/HOTEL BEST BOME PURCHASE III MERTEAGE LRAUS EL BRIDGING LOAKS \$29,000 Squards

Beneficial Trust

BIO-TECHNOLOGY

fold of Blo-Gas and other resources recovery and weals timsument systems eachs business partner to fally develop future potential. Substantial establishment work underseken dering lest two years resulting in a portiolle oil ongoing combreta and faiure customem. Ideally salled for either Integration within an availing operation or joint vanture with a marketing orientsted business or individual. Principals only Please apoly Box F-3578
Financial Timos

10 Cannon Street, London EC4P 4BY

FUNDS

We offer a comprehensive claims service and have experienced personnel who can assess, prepare and negotiate your claims. Fees from £1,000 per annum inclusive of substantiel legal proceedings insurance. Can you handle claims as cheaply or profossionally yourselves?

HADDOW PALMER LTD.

HADDOW PALMER LTD. Quadrant House, 4 Tavistock Place, London WC1H 9RA 01-278 9246

CONTRACT

CLAIMS?

WE CAN HELP

100% PRIVATE MORTGAGE required by recleasing refined professional lady, to see the professional lady, to see the professional regularity of the regularity of

FINANCE FOR

Factoring provides finance, beyond without surrendering equity or management independence.

€ 15° 55

1

۸.

Alex. Lawrie Factors Limited For details contact: London (OI) 626 0484 Bristol (0272) 291388 Coventry (0203) 56653 Manchester (061) 834 7415 Leeds (0532) 455862 Newcastle (0632) 325879 Edinburgh (031) 226 4599 Banhury (0295) 56041

QUOTED COMPANY Seeks Reverse Takeover

Small company, with a full Stock Exchange quotation and whose assets consist of cash and markotable securities seeks to acquire a substantial private company by the issue of sheres (and cash) thereby passing control to the Vendor who will obtain a quote at substantially reduced cost. Private company must be in e growth area with profits in the £500,000-£1m range and expanding. Principals only.

Write Box FT/737, c/o St James'e House 4/7 Red Llon Court, Fleet Street, London EC4A 3EB

Beirut **Business Mission**

The Middle East Business Club announces a 6 day fully conducted visit to Bc-ut for 15 company executives commencing 27th June 1983. Delegates will meet Govornment Ministers and officials; potential distributors/agents: or joint venture candidates as requested. Cost is £2,000 per delegate including air fare, hotel and local toward are

For details telephone: 493-9900/2063; telex: 267154 MEBC G

OFFSHORE CURRENCY FUND

The management company of e prestigioue Lordon Stock Eachange quoted non-termar scheduled territorios menaged currency fund seeks e marketing partnership with a cubstantial internationally thinking finencial institution. Equity participation is invited for a suitable partner with complete continuing managed if required. Replies by principale only please to: CALLINGHAM CRANE

/Chartered Accountants/ 38 FINEBURY SQUARE, LONGON, EC2

OFFSHORE & UK COMPANIES

READY MADE OR TO SUIT isle of Men. Carabasan, Liberia, otc. Full domiciliery & nominee corvicos & not sept of the second of the

WHAT FINANCE All you need to know about finance for small busineeses. How to get e government loan, risk ceelisi, etc. An 84 page magezine, full of fects, figures, nomes and oddresses, et your newsegent new or by sub-ecription from:

FINANCIAL MAGAZINES 1TD Consort House, 24-25 Queensway London, W2 Singlo lease 51.75 4 issaes £8.20 (1 yr's subscriedon)

PENTURE CAPITAL REPORT. 2 The Mau. Bristoi. The link botween investment feeds and small business. Investment and ontrepreneum ring (9272) 737222.

VITAL OVERSEAS OR UK INFORMATION?

PHONE 0225 6/526
for Seorches, Profiles, Quick
Information, Research
Datasearch Business Information Ltd
11 Kingsmoad Square, Bath BA1 2AB

CHAIRMAN'S OFFICE SUITS imministed to have been and immediately available in Martist provide Detecting. Private refer. Phono: 61-463 6166.

COMEANY OIRECTOR with Dackground in motor and soneral engineering ledustries syllable to undertake Commissions in Financial Time. Write Sep F 4011. Financial Time. Write Sep F 4011. London EC4F 46V. Camboo Street. Constitution in development and provide participate in development and provide participate in development and provide feet. DMR1. 3rd Floor. 150 W. George St. Gasqow GZ.

SASLING VACHT MOULDS (26 ft.) for the camboo Ca



Commodity Brokers ...

Make money for

For a change.

848-1234, or Telox, 5839209,

BSC/BROKERS SERVICE CO.

Correspondente Asin. 2611 SW 3id, Ste. 300 Portland, Oregeon 97201, USA

50% SHAREHOLDING

in an neisoliphid electro-mechanical angwasarieg chimpany, whose accerts include hushfeld property in dipper Lendon Occas, Structural changes are forcing the Company to seuk new markels and therefore, as yet unquanglisd, additional trance,

Principale only chould write Boa F4010, Financial Times 10 Cannon Stiest, London, EC4P 48Y.

SOLICITOR

has client seeking vehicle contract hire companies with net value of fleet in excess of

Please write with brief deroils to Box F4018, Financial Times, 10 Cannon Street, Landon, EC4P 48Y

ITALY

Chemical Industry lected in Northern Holy, groducers of Syn-phosis intermediates, cashs in view of developing new products and

FINANCIAL PARTNER

Octivoly participating are not Write Box F-2000, Financial Times, 10 Cannon Street, Landon, EC4P 48Y

million.

Running your own show may be resimilition you think We provi

execution, compliance, backgage.
You concentrate on frading
Call Glann Hilbs, USA [312)

yourself.

BUSINESS OPPORTUNITIES

We provide qualified and reliable translating and interpreting services in any field

We are associated on a world-wide basis with the best translators and interpreters

It is precisely this aspect of our services that gives us the flexibility that you require and at the same time enables us to propose solutions that are both efficient and tailored to suit your needs.

Don't hesitate. We are convinced that the quality of our services will meet your most rigid requirements, whether it's a written translation or an assignment for interpreter services.

Jean-Paul Rochat Translation Agency, Seestrasse 231 8700 Kusnacht-Zurich P.O. Box 212 Tel: (01) 910 58 41 - Telex: 540 37

CORPORATION TAX SHELTER

New shipping containers available et 52,650 per 20 ft standard unit. Finance evailable over, 5 years on favourable terms, Immediate dulivery evailable.

CONTAINERWORLD SERVICES LIMITED Guild House, 151 Albert Road South, Southampton, Hants SO1 1FR. Telephone: 0703 21678 - Telec: 477795

EUROPEAN HIGH TECH DISTRIBUTORS

Expending U.S. corporation distributing capital equipment for Semiconductor, Hybrid end Graphics industries seeks OISTRIBUTOR COMPANIES IN ITALY, HOLLANO & IRELAND for possible acquisition or joint venture Write Box F3983, Financial Times 10 Cannon Street, London EC4P 4BY

ENTREPRENEUR

Eoglish businessman, 36, having just returned to U.K. after setting up company in Middle East but with wide experience of marketing both in UK and worldwide seeks proposition with progressive company where contacts and business ability can be used to advantage. Tel: 04353 2559 (day) or write:

Box F4026, Financial Times

10 Cannon Street, London ECAP 4BY

CONSTRUCTION CONSULTANTS

A Developer is zeaking to update and compile a register of consultants who offer project and/or construction menagement services for projects to be undertaken in South Ajrico. In opplying to have your company registered for such services, you will need to dominative that you have proven experience of this form of management in its widem egglication. We obserquise to be advised, as part of the qualification process, of the number, quality and disciplines of your staff that will be used for any project and your provious experience. Dur your of groject and construction omneagement is that its purpose is so maximise the construction disciplines and processes to enable the financial budgeting only programming to be paintained and improved during the execution of the work.

Write Box F4029, Financial Times, 10 Cannon Street, ECAP 4BY

In-Store Photo

Developing & Printing

In 300 sq. ft. of floor space you can operate a Hope Perfect-Flow photographic processing lab, offering a one hour or same day service to your customers. June consider the implications... The cost About £55,000 for the hardware. The returned We've got some figures that will make

Contact John Allen, HOPE INDUSTRIES UK LITO. Northbridge Road, Berthamsted, Flants HP4 15H, Tec (1942)774732

UK EXPORT HOUSE SEEKS

WORLDWIDE IMPORT AGENTS AND

OISTRIBUTORS

To haodis Import ond marketing of an exertiog ranga of British goods including: Industrial Plant and Equipment, Quellity Printing, Household Goode, Hand Tools, Domestic Electrical Equipment, Automotive Products ofte, orc. Sois agency agreements are now swallable for most countries. Write: Hamblestar Ltd., Showell, New Rd., Greenham, Newbury, Borks, U.K. or tslex 647423 COCRD G. (Ref R106).

FILTRATION GRADE

ANTERACITE

FOR DUAL MEDIA BEDS
Attention Water Stards and Plant
Manufacturers—for prompt delivery
of high quality filtration grade
antimicita, please telephone,
Telephone (1d. 01831 9801 or toles
8813889 tracks) G.

COMPLETELY UNIQUE

PRODUCT
Applicable to severy open door, business or domestic. Smell company urgently inquires investment, essociation with or complete merger with large company to exploit an already growing, but gettentially snormous market.

Write Sox F4001. Financial Times 10 Cannon Street, ECAP 48Y

TO JOURNAL PUBLISHERS

Established magazino printer by web offset heve cagacity to take o weekly journel for Tuesday prodoction. Black and spat colour on four web presses with last saddle statisfing and postal lacklides. Factory mear London. Reliable spotialist service, keen prices.

Ring 0702 63444

SMAIL ENGINEERING COMPANY with a history of profits operating in the bydrutic field, with range of hower products and new product programme, seek disposal owing to proposed partial retirement of principal, or elternatively an oscoriation which would introduce further investment cagital and offer conducts of management.

dnuity of management, Write Box F3994, Financial Times 10 Caonon Street, EC4P 48Y

EXPORT/SALESMEN/

ENTREPRENEURS if you have repartance, ebility to eall and contacts overseas, we can provide you secretariel, managorial and financial back up.

To be your own Boss contest: Bos F3943, Financial Times 10 Cannon Street, EC4P 48Y

-A ONE HOUR SAME DAY SERVICE

MINIMUM 20% IN THE FIRST YEAR ON GUARANTEE TO REFUND YOUR HEES

tor protessional inves-advice from THE LEICESTER CORPORATION
wite for details to:
11 Connaught Place,
London, W2 ZET

VIDEO FILMS

a inch Mesters for sale Worldwide with fulf paralisation to reproduce. Includes Jobs Wayne, Cary Grent, Judy Garland, Ronald Resgan atc., atc. Also evailable—set of 12 masters of 55 min. Roy Rogers films. Note—certain titles already cold for various countries. Plus menty exclusive stell titles. Also 1 inch mesters evaluate for televisions broadcast. Conget f. C. Wilson at Cantury 21 teleurs Ltd., 3/5 High Street, Eigm, Moray. Talex 733147 INVEST G.

LIGHT ENGINEERS SOUTH BEDS.

lest, 1938) with electronic gradust fully researched and dowloped and orablished marina gradust. Require management with capital. Turnovar [400,000. E400,000. Write Box F4013, Financial Times, 10 Cannon Street, London, EC4P 4BY

Outstanding Distribution and Warehouse Centre located near Heathrow and M4 ndrmsly runs at low capacity during May to September. Facilities system to the control of the con

Write Box F4014, Financial Times, 10 Cannon Street, London, EC4P 48Y COURIER

COMPANY Sofe director/controlling eheroholder who requires to devote his interests to business with overseas commitments wishes to dispose of established Courier business by Central London. Write Box F3996, Financial Times 10 Cannon Street, EC4P 4BY

ENTREPRENEUR
Successful Salas Marketing executive with wide experience stocks new venture in any tied with patential but must be based in the seuth of England, individuals, companies, invotors who wish to put their knewledge to the test in a joint scheme should contact the following Boo No balow. Some cagital evallable.

Write Box F3595, Financial Times 10 Cannon Street, ECAP 487

A STONE CLADDING AND TEXTURE COATING COMPANY

has a complete business package to offer enterprising individuals or marketing companies
Tel: Warrington (0925) 54448
for details

INTERNATIONAL FREIGHT S million salas, offices Boston.
New York. Sen Franciaco. IATA.
FMG. NVOCC, ar and occap export
consolidations, customs broker,
wants parener that has business or
maney or both to invest into the
North American rearket.

Writes Box F3359, Financial Times
TO Cannose Suresi, ECAP 48Y

GOLDEN OPPORTUNITY

to be in an the ground floor of an exciting new American product. Proven highly successful in the U.S.A. for over five years but entirely new to this

Venture Capital Required

Investments of £1,000 and over accepted for shareholdings. There are a limited number of shares available -- so respond now in confidence.

Write Box F4027, Financial Times 10 Cannon Street, London EC4P 4BY

A BUSINESS OPPORTUNITY

An established ratali company supplying technical equipment for both domestic, resource and professional usage, trading from a prime-North Wast city cactre, and have faulty recently extended into the field of domestic/amail business micro-computers. We are setking promotional investment of both capital (30,000 to (50,000) and expertise, to add to our existing high quality team, and the basis of any control/involvement element would be open to discussion, interested parties should communicate with the undernamed, who would wish to establish bans-field and CV a in confidence, before release of more detailed information and aubsequently dispinaula of our Company name.

Please contact:
PROCTOR AND PROCTOR
Accountants, 43 Westgete, Surnley, 8811 1SQ.

AND PARTNERS IN ENGLAND

Who would like to establish a new career in the distribution and sales of a product which has already expensenced proven success in several countries.

State distribution rights are suit available in certain areas

We provide marketing and distributing support.

Capital resources are required of participate 255,000

A large profit margin too he realised through rapid capital investment and sales.

ment and spiese mei reply please write and include your telephone number for losbo-Firwnz AG, Finanz-und Handelsgesellschaft Seestrasse 43, Postlach 137, CH-4502 Herghwill

TAKE A NEW

IN HI-TECH

Ideal location for

opportunities in

new technologies.

Access to university

measurements and

control equipment for

1,000 sq.ft. - modular

design allows for easy

Rents from £70 per week.

On-site management support available on a

phone Charles Monck

INDUSTRIAL

Opportunity to ecquire o project comprising products and ideas related to providing Companies with a

SIMPLE LOW COST

METHOD OF REDUCING

TELEPHONE COSTS
through staff awareness and metive-

All groduct development and test merketing to completed and the pro-ject now requires strong marketing to some existing contacts and the rest of the 10 million business tele-phone locations. Sand for Prespectus to: G. F. Cultimore, A.P.B. Group Limited, Ashlyns Hall, Barkhemsted, Herts,

SCHOOL FEES?

Your own business could help Certain tax elettered is vestment allow you to create aubstantial funds from corporation or income me savings with up to 6 year relates. Your money can accumulate tax free with immediate access when needed.

For details pleace tolephones:

O7335 53798

Or write with details of your situation to:

1815 FINANCIAL SERVICES LTD

4 Sheet Street, Windoor Berkshire StA 1BG

SHORT TERM

FINANCE

In exchange for substantial return, for unique international merkeling project. Only telonted, high flying entrepreneurs will be interested. Principals investment already meda. Write 80x F4025. Financial Timec, 10 Cennon Street, London, EC4P 48Y

WHAT COMES DOWN

MUST GO UP!

Demolition Metal Processing Growth business of the future £50,000 START UP CAPITAL

REQUIRED BY
Co. Director with expert experience from working/aleopung abareholders high returns and tas ties reliof.
IMPEX MINING CO. LTD.

day to day basis.

on Bradford

(0274) 306017.

ENGLISH

ESTATES

expansion.

medical applications.

Space available from

resources for flow

computing, electronic

engineering and other

OPPORTUNITY

Listerhills at Bradford University

SMALL COMPANY

manufacturing timber frame components and complete kits for own building developments would like to hear from builders' merchants with good sales force calling on builders and eble to sell timber frame kits on basis to be agreed. Write Box F4023, Financial Times. 10 Cannon Street, London, EC4P 4BY

MANUFACTURING OPPORTUNITY

Creete exquisite cultured starble and only sinks, whiripools, beth-tubs, abover surrounds, fireplaces and many other products.

300% GROSS PROFIT possible for qualified ladividuals. No franchise fees or royetties to pay. All materials readily available, infactory training orranged in USA.

Call now 0767-82355

Telex 825562 CHAMCOM G

Tittany Marbie

CAPITAL WANTED tices for Sevins perbes and centicaes or grant applications, con-lug-lever.
We have patent applications, con-clusive tests, know-how and leanes negotations to progress, Minimum investment 50,000 dollars. We effer 'limited' partnership and/or share of profits. Write Box F4008, Financial Times, 10 Cannon Street, London, EC4P 48Y

FIRMLY ESTABLISHED EXPANDING UNITED KINGDOM COMPANY

specializing in precision made units for the bakery trade, require than clally participating partner to expans their market throughout the U.K. Please reply to 8ox P4025, Figancial Times, 10 Cennon Street, London, EC4P 48Y.

OFFSBORE TAX SHELTER

Confidential Quelified Advice
Confidential Quelified Advice
CFSNORE LIMITED COMPANIES
C110
Complete Administration Services
Including Accounting, Nominee
Officers, Registered Office facilities,
Isla of Man/avoridivide
OFMS Limited, Baltacurrie House
Summerbill, 1ste of Man
Telephone: 0824 28020

SOPHISTICATED **PRODUCTS**

SOMETHING DIFFERENT required for Spenish market reply to the chairman The Lyan Greup of Companies Ltd. 38-37 Tpiameo Street, Lise House, Windsor, Berks.

EXPERIENCED MANAGER AND ENTREPRENEUR

with strong international outlook, wishes to take an interest to established ouecassill operation. Will consider treding, manufacturing, services, as long as it a fun, Existing menagement to retrien, Outline proposals to Son F4075, Ensencial Times, 10 Cannon Street, London, EC4P 48Y.

DIVERSIFY INTO TRAVEL

anali, raputable (ABTAVIATA) and
well-known specialist (ravel company in the operaring and ticket
sales (located WT) seeks laterest
of end additional capital from larger
pertnar with view to bur development/growth and your Cost-caving
profirebility.

Welle Box Fe002, Financial Times
TO Cannon Street, ECAP 48Y

ASEAN - FAR EAST

Sealor British businessmen based Bangkok operating throughout SE Asia and Far East, spondissing oil gas and related industries, with undertake assignments, representa-tions, commissions, ofc. Write Box F4004, Financial Times 10 Cennon Street, EC4P 4BY

Small unit leasing broker ADDITIONAL LESSORS Good apread - Reasonable yield Principals only please rings BIRCHLEY FINANCE LTD

Controlled Exports luc. wa are intermetional traders to chemical times, surgius and radurdant atocks and are currently looking for merchandise to be distributed mainly in the USA, Europa and UK. Please contact:

0942 496077

INTERNATIONAL PORTFOLIS MANAGER

MANAGER

Meliknown in the international investment word, with 24 years experience with major U.S. Securities from new residing in Surfectional, mould under roke personalised bortfolio management and/or cosmining for companies. Spring strates or individual investors. Securities the interior of the security of the security of the security in service of the security in service to condents to:

10, Cannos Street, London ECAF 48Y.

CAN WE MAKE IT FOR YOU? ENGINEERING CAPACITY

South west engineering company with reputation for high quality has surplus capacity for design and machining including gear cutting, heat treatment and grinding. Able to offer assembly of integral mechanical fabrications. Quick deliveries assured. Contact: R. Ashby 0822 4101 - Telex: 45324

De droit Lintenbourdeois, an possedant aucun engagement Financier, catte holding beur cire parce, per time sociate specialises, qui othe entre segres es services surionist —Consolis lurdiques et figurat for la plan international —Administration courants trootes formatities, —telephone, telev, bureaux et salle de contreveus a votre Oisposition, —misc a Singestion de commissairée, et d'un conseil d'administration congrille de president et d'un conseil d'administration congrille (129 billion benefici de l'exemption fiscale prevue est la loi de 29 juilles (129 billion benefici de l'exemption fiscale prevue est la loi de 29 juilles (129 billion benefici de l'exemption fiscale prevue est la loi de 29 juilles (129 billion benefici de l'exemption fiscale prevue est la loi de 29 juilles (129 billion benefici de l'exemption de l'

CONTRA TRADE

technology machine tools, for ireroadiate shipment ex-UK and USA. Offers in exchange invited of raw materials, commodities, etc. minimum /500,000 sterling or US\$1 million.

Times, 10 Connon Street, London EC4P 4BY

YEAR-END TAX PROBLEMS? Shelter that Corporation Tax bill by investing in containers and earn a return on capital of up to 36" a p.a. individuals too can earn up to 17" a tax free.

LCL CONTAINERS
LATED
LAT Th. 858997. Yel (9276) 683011 (24 hes)

NEW PRODUCTS INTERNATIONAL

A new monthly publication to keep you abress with the wery issest new product development world-wide. For details of a FREE TRIAL OFFER, write rodey:

New Products International Dept FT21

15 Selvage Lane, London NW7 3BS

MORTGAGES on income groducing Properties at Competitive Rates

Write or telephone: HIRSCH MORTGAGE (INT) 15 BERKELEY STREET, WI Tel: 6295051 Telex: 28374

Home Lessure Products requires Addi-tional investment capital on either load or equity basis, Please reply flox F.4030, Flasnelal Times, 10 Cannon Street London ECJP ANY.

A CEDER LES ACTIONS D'UNE SOCIETE HOLDING

Jufflet 1929. Write Box F.3897. Financial Times, 10 Cannon Street. EC4P 48Y.

F20 DIESEL **FUEL SAVER**

Industrial Plant including high Principals pleasa apply to:

Combustion Chemicals MHL Ltd 10 Norman Lane Industrial Earnte Atton, Hante GUSS 20R Tel: 0420 83301 - Yolox: 858423 Write Box F3986, Financial

NEW DISTRIBUTORS Market Leaders in

Telecommunications Systems require aggressive distributors with proven sales record. Full engineering and training support given. Write Box F4017, Financial Times 10 Cennon Street, London, EC4P 48Y

ESTATE AGENT

With own small agency in Wast End spoke working and venture capital (minimum £50,000) to carry out refurbishment, conventions, and decling achemes on a joint basis, Write Box F4016, Financial Times. 10 Cannon Street, London, EC4P 4BY

CHARTERED ACCOUNTANT Aged 34 with FITI Class Honours Degree in Economics and expensive the Control of the States of the Control of t Write Box F.4024, Financial Times, 1d, Cannon Street, London EC4P 4BY.

INVEST IN SWISS FRANCS

or USS. Swiles consultant team heles you with your personal investment plan end/or your list maurence. Secure and confidential.

Pleass write to:

POB 80, CH-9842 Oberrieden/Zurich or Telesc BS378 (mpt cb) Attn the

PROGRESSIVE MERCHANT BANKER SOUGHT

Successful Financial Services Group with substantial corporate and personal client list seeks close working relationship with small expansion minded Merchant Bank to further exploit considerable opportunitie Please reply to Box F3999
Financial Times, 10 Connon Street, London EC4P 4BY

WAREHOUSING FACILITY

A Midlands based Company with a subsidiary in Holland has warehousing space in Holland and can offer a distribution service from this base into Europe generally, Telex for communications end computer ctock control both available. For further information please contact: Box F4020, Financial Times, 10 Connon Street, London, EC4P 4BY

NCR

Several authorised Dealers are required to augment the existing network which markets the NCR range of POS equipment and associated supplies to the retail trade

For details apply to: M. M. Imrie, Manager Special Projects

> NCR Ltd. North Circular Road London NW2 1LE Tel: 01-452 8050

EXPERIENCED SALESMAN secks

One or two additional high class retail products to market in UK.

Write Rex F3992, Financial Times 10 Caunon Street, EC4P 4BY

LIQUIDATED STOCK Service Agreement avail on all machines Cank Arros Cod omk ton copies

80nk Niros 25d0 A4 feetices 84 8c-t top copiers last his price £1.395/--£650. Rank Zeron Srda A4 foolscad A5 roper, 20 copies per minate mobile copier 1201 list price £1,700)—£475.

Rank Xerno 31d3 A4 footscap A3 and reduction (last just price £2.695) —£700. Ret: C5, Tel:(089286) 2024

Active Investors with £55,000 for Equity and

Company with Innovation in Micro-Technology for Brewing Industry. World wide potential. Write Box F4012, Finencial Times. 10 Cannon Street, London, EC4P 48Y

Interest rules are down, recession is et an end, ring time is perfect to penditable the vast U.S. market, adort in all phases sales and market introduction seemanders on a factional basis, I will save you time and money on start up or time croamd operation. Proven chility to provide high visibility and establish national distribution chemical. Once locticed in Baltomere, affi largest example for immediate redly write to

COMPANY

WISHES TO PURCHASE

AIR CHARTER/TAXI

COMPANY

preferably in SE England
Operations including air
brokerage within this type of
business would also be of interest

Principals only to 8ox G8900 Financial Times

CONSUMER OURABLES
ACQUISITION or MERGER
Long established international company
mattung a comprahensive range of consumar Gurable products for me home
seeks to accorde or merge with similar
company with proven prosence in tha
market olice. Ideal are no to £3m
turnovecings only should write roManaging Oirector, Bas G.89t B.
Financial Times 10, Cénnon Street.
London ECAP 40V.

MANAGEMENT \$ MONEY

Widely travelled businessman with MBA seeks equity

participation and working involvement in any company with growth potential.

Manufacture and exports preferred but all prospects

considered.

CASH AVAILABLE

CONTRACTS & TENDERS ADVERTISING APPEARS EVERY MONDAY, THE RATE IS £30.00 PER SINGLE COLUMN CENTIMETRE

BUSINESSES WANTED

Fairey Engineering Ltd HIGH TECHNOLOGY ACQUISITIONS

Fairey Engineering Ltd., a part of a Public Group is seeking opportunities to extend its product ranges by company acquisition, licence agreement or joint venture/ partnership particularly in the High

Technology Nuclear and Military markets

Whole businesses will be considered to be run as separate autonomous units. Alternatively, products will be considered to be manufactured within the company's existing facilities. Contact Mr. R. L. Kemp-

Harper in the first instance, with datails of your proposals: - PO, Box No. 41, Crossley Road, Heaton Chapel, Stockport, Cheshire SK4 5BD.



TECHNOLOGY ON THE MOVE

sought for marger or ecquisition by large provincial consumer credit company capable of utilising additional funds, prepared to subscribe for large increase in capital and also secure necessary

Write in first Instance to: Box G8889, Financial Times 10 Cannon Street, EC4P 4BY

U.K. REVENUES SOUGHT
FOR INTERNATIONAL PROPERTY
AND BANKING CROUS
The Group is stapared to purchase
entire companies or controlling
interests where existing management
would romain. Million staffing or
more evalicible. Payment can be
arranged under conditions best
suited to vendor's circumstances.
At bank and other references
evaluable.
Principals or brokers pleaso write.
Principals or brokers pleaso write.
Principals or brokers pleaso write.
Information to The Chairman
Educ G-888. Financial Times
10 Cannon Street. London ECAP 48Y

Write Box G8902, Financial Times TO Cannon Street, EC4P 48Y SECURITY SERVICES BUSINESS

We wish to make an duity investment in an actablished private U.K.
company which coils and installe
burglar alarm aquipment and has a
daland customer base.
Wine Box 68920. Financial Times
10 Cannoo Street, London, EC49
48Y.

CONTROLLING INTEREST

sought in medium sized well setablished Company, pocaibly where present owners are retiring ahordy. Varkshire area pmbored All rodids with be diswered and treated in Strictect confidence Write Sox 63895, Financial Times 10 Connon Street, ECSP 4BY

SMALL BUSINESS WANTED

WANTELL

WANTELL

Company in North Wost of England
has venture capital available up to
£200,000 to purchase in full or in
part local celating businesses or
new businosses. Apply with brief
details of the business involved to
D. F. Crowthor, F.C.A., Armitose &
Norton, Chertered Accountants,
South Peredd, Leede, LS; 572.

LICENSED DEALER IN SECURITIES

Substantial Licensed Dealer with sound on-going business seeks outright purchase of another firm holding a principal's licence. Amalgamation or similar proposals considered, ideal opportunity for smaller company with limited growth

COMMODITY BROKERS REQUIRED

Must heve seats on all major exchanges with profits before tax of not less than £100.000. Existing management will be retained.

Principals only reply to Box G8903. Financial Times, 10 Cannon Street, EC4P 4BY

We seek to acquire CONTRACT HIRE COMPANIES
Currendy operating Cer and Van
ficete in decase of 100 units
Pleaso write in the strictest
confidence id: The Managing Director COWIS CONTRACT HIRE LTD Hylton Road, Sunderland Tel: 0763 44122

PROFESSIONAL GROUP ia intersted in gurchaams control-ing equiry of Confirming/Trade Financa house with tumover of C20/£25m pa. Excellent bunking linas and availation of portidio will be Principals only reply to Box G8862, Financial Times 10 Cannon Stract, EC4P 4BY

INTREDEENEUR 25EMS acquisition or joint venture. Areas of interest include manufacturing, engineering, communications and interaction systems. Stations, Write Box G.8909, Financial Times, 1d, Cannon Street, Lendon ECGP 487.

SMALL BUSINESS WANTED

Successful entrepreneur with vanture capital available wishes to gurchese in full or pert a small business, preferably in the manulacturing or marketing areas. Please sand broad Curling of your businose. Write Box G8845, Financial Times 10 Cannon Street, ECAP ARY

We are enthusiastic buyers of CONTRACT HIRE COMPANIES COMPANIES
OPERATING ANY NUMBER OF
CARS & VANS
Plasse write te;
Victor leans
FINANCE LEASE LIMITED
104-107 Bromsgrove Bt, Brinninghai
85 6Q8 Tel: 021-022 5778
Strictem confidence observed

WANTED SANDWICH BAR: WINE BAR Central London, Us to £300,000 shall, able, Write Box Capta, Financial Times, 1d, Cannos Street, London 8C4P aby.

LICENSED DEPOSIT TAKING COMPANY

approvale

Write Box G8922, Financial Times 10 Cannon Street, London EC4P 4BY

J. (v)

2000

THE MERCIN

פאט

PERSEAS OF PHATION:

URGENTLY REQUIRED By an international purchasing or pani-setion who have the best discounted plve immediate decision for discounted redundant and illustrated stocks of nigh quality pit orientated merchan-disc. Utmost discretion pives to brand names.

Tel. No. 061-834-3779

John Davey on 01-486 8591 TELEX: 291055 KAYBEE

WHILE YOU ARE SEPTING YOUR OFFICE IS WORKING TO BE YOU OBTAIN THE SECURITIES AND THE SECU visit. NIGEL GIBBINS Executrade Centres Ltd. Asphalic House Palace Street



BUSINESSES FOR SALE

ZIP MANUFACTURING COMPANY



Business for Sale operating from Leasehold Pramises in Leicester with ennual turnovar in excess of £600,000.

Offers invited for Trade, Goodwill, Plant and Machinery, Fixtures and Fittings, Equipment and Stocks.

Cork Gully

For further details please contact: Mr. John F. Pavell. Cork Guily, Shelley House, 3 Noble Street, London E.C.2. Tel: 01-606 4040

FOR SALE OR LICENCE

Ventilation/Air Conditioning

Our Company owns the Pateot for a unique new system of air distributioo. Systems have been installed successfully in various parts of

the country and a major sales campaigo is imminent.
Patent applications are presently outstanding for the U.S.A.
and Canada and would be included in the package. For further detoils and information write to Box G8908 Financial Times, 10 Caunon Street, London EC4P 4BY

FOR IMMEDIATE SALE

The assets and undertaking of a high technology oil related angineering concern with its own product line. Based Tayside. Sound export customer base. Reply in first instance:-

> **NEW CITY MERGERS & AMALGAMATIONS** 39 Dock Street, DUNDEE DD1 3DR. Tel: 0382 27087

BRISTOL AREA Established Manswear group for eale. Includes 9 shoo properties in good suburban and surrounding town locations
Would consider disposal of group to another trede

PRICE £160,000



FOR SALE

CENTRAL FLORIDA LAND DEVELOPMENT COMPANY

85% Stock Interest in a public iand development company in 600 fully-developed lots, large undeveloped ecreage and several substantial commercially-zoned properties. Cash on hand exceeds \$1,200,000. Total corporate debt only \$350,000, Asking price \$7,000,000 cash, For complece data, including certified financials, principals only write Box G8883, Financial Times 10 Connon Street, EC4P 4BY

VIDEO SHOP

Large, purpose fitted and well equipped Video Step in prime lucation on busy Narth London shooping street. Excellent selection of recorded tapes for hire to large and expending vides club. Appointed egents for Sany, Hitachi, JVC, Toshipa hardware. Good stock of equipment for resale. FOR SALE AS A GOING CONCERN Principals only plaase Write 80a 68912, Financial Timea 10 Cannon Street, EC4P 48Y

THRIVING COMPUTER BUSINESS

Ratising owner/director wishes to soll fucrative computer business with excellent customer base selling hardware and own sollware, bank balance m access of \$20,000, prestria premises within 35 mins. Central London — £250,000. Principals only reply to Bur G8917, Financial Times 10 Cannon Street, EC4P 4BY

PROPERTY INVESTMENT COMPANY FOR SALE

Property consists of Iwo freahold shops with flats over and warehous in Metropolitan London area. Assets produce £15,000 per annum approx. on full repairing and insuring Lances delieve ewalve ina chrewe available Price: £150,000 Please reply to Advertises

Bas G8898. Financial Times 10 Cannon Street, EC4P 48Y

CONTROL PANEL

MANUFACTURING North-West based well astablished electrical/pneumetic control systems and penel menulactum business for sale. Excellent client list and men-

Tumover circe £300,000 10 Cannon Street, EC4P 4BY

FOR SALE SUCCESSFUL COMPANY

MARKETINO A UNIQUE HAROWARE PRODUCT Established markets both in the UK and overseas. Suil marketing com-pany, motel epinning or light angineering business. Current tumover £650,000 with potential for

Write Box G8913, Financial Timee 10 Cannon Street, EC4P 48Y

HOTELS AND LICENSED PREMISES

(CHRISTIE&CO)

On the Instructions of Mr P. J. Beirne of Thornton Baker Receiver for Engledec Hotele and All Mieux Limited QUEENS HOTEL, KINGS ROAD, BRIGHTON Promier Sections Horel. Cacktail Bor, Loungs and Restaurant for 200. 3 Conference Suitos for 750. S.c Club. 106 Bedrooms (92 en suite). Lift. £1,450,000 Freshold.

PALACE PIER HOTEL, GRAND JUNCTION ROAD, BRIGHTON Feeing Palace Plar. Bar und Lounge. S/c Club, 42 Bedrooma aach wki Shower Room. Lit. C350.000 Froshold.

SALISBURY HOTEL, KINGS ROAD, BRIGHTON Close to the West Pier, open-pies Ber and Longe, Restaurant Bellroom for 120 with ber. S/c Club, 63 Budrooms (39 an aute). Lift. £425,000 Freehold. Apply 32 Baker Street, London, W1 - Tei: 01-935 2468

FOR SALE HOTEL IN SWITZERLAND

Situated in the heart of the Alpa, facing the Metterhorn, in the ckr reaert of Chandelin, a 90 Bad Halel with a further 120 Bc i Apartment/Hotel under construction, available for the 1983 winter season. An ideal investment for a hatel menagement group or your operator. Sale authorised rongs wiss inquiries to: ction Ind., PO Box 97, CH-1219 Le Lignon, Geneva, Bwitzerland

PLEUREIS 01-636-8995 LEICESTER CITY CENTRE

PUBLIC HOUSE AND STEAK BAR AND STEAK BAR
Occupying a commanding trading position with a total of two
large Bars, Fiostaurant beating
70, Function Room with Bar, as
Budroom Sell-Contained Flat, 32
year unappired ted Leasa at
rental of 7,000 pa.

OFFERS INVITEO IN THE
REGION OF 750,000
Possibilities of a 15-Yaar
SOLE AGENTS Torm Loen
TEL: 01-636 2995

IRELAND (SOUTHERN) Large guest house (several rooms) structed on edge of new Motorwey. Golden opportunity for anthusiastic paraon for Motorway Rastaurant, Petral Filling Statum, Licenaed Bar, etc. Ample grounds for further development.

Write Box G8905, Financial Times 10 Cannon Street, EC4P 48Y

IN BRUSSELS CENTRE Would you buy an HOTEL fully rangwed in 1980 with 30 rooms

for US\$475,000 on long loase iS years renewable Write Box T5892, Financial Times 10 Cannon Street, EC4P 4BY

For Sale by Order of David C. Lovett, BA, FCA, MiCM Receiver & Managar of Moorhouse Engineering Limited Appainted 19th April 1983

Appointed 19th April 1983

THE COMPANY HAS TRADED AS PRECISION ENGINEERS AND FACTORS OF INDUSTRIAL FASTENINGS SINCE JUNE 1973

* Leasehold premises on Kingsdirch Trading Estate, Cheltenham. Workshop 7.850 sq ft, Offices, etc. 1,790 sq ft. Current rent £17,500 per annum fixed to 1994

* General Engineering Plant and Equipment, Office Furniture and effects including:

2 EMI Mech Auto Sprint Series S

1 EMI Mech Auto Sprint Series E

2 Tsugami CNC Turning Centres

* Extensive stock of industrial fastenings

* Goodwill and Connection

PRICE GIJIDE FOR THE WHOLE £160 000

PRICE GUIDE FOR THE WHOLE £160,000 Further dorsile evallable from: LITTLE & CO, CHARTERED ACCOUNTANTS hambers, Eign Gate, Harstord HR4 QAE — Tel: 0432 54222

TIMBER AND PLYWOOD MERCHANTS

FOR SALE AS A GOING CONCERN

Opportunity to acquire a profitable and long-established wholesale and retail timber merchants based in London. Turnover £1.3m per annum. Premises include storage sbeds, sawmill and modern offices, all of recent construction.

Interested principals should contact: J. P. Summers, F.C.A. 61 Chandos Place, London WC2N 4HG

PHARMACEUTICAL COMPANY FOR SALE

Long-established company with sound list of licenced ethical products selling at home and overseas. Modern factory. Latest machinery and equipment. Continuous progressive record. The company's sales of its current licenced products can be considerably expanded in both home and export markets. Gaouine enquiries ooly, please, which will he treated io strictest confidence.

Write Box G8923, Financial Times
10 Connon Street, London EC4P 4BY

SAND QUARRY

A highly productive sand quarry with extensive reserves and situated close to a major conurbation is for disposal.

Write Box G8906, Financial Times 10 Cannon Street, London EC4P 4BY

TRAVEL AGENCIES FOR SALE

IATA LICENSED Wast London and Victoria To include Freshold & Income Datails Box G8904 Financial Times 10 Connon Street, EC4P 48Y

Well knews Menswear Manufacturing

Company for sale Clean company with net assets represented by cash balances Tax losses around £60,000 and valuable brand name Principals only please apply to: EMMANUEL, LEIGH & CO. 3364 Regents Park Road, London, N3

URIQUE CPPORTUNITY

o purchase Commercial Collection

Agency, established company in SE, U.S. investment return within 3 ysars - gross margin of profit 43%. Write Box G891S, Financial Times 10 Cannon Street, EC4P 48Y

AUCTIONS

On the instruction of The Joint Receivers

POSTPONED

has been postponed until further notice

Tel: 01-405 8411 Telex: 897377 Brownlow House, 50/51 High Holborn, London WCIV 6EG

HENRY BUTCHER & CO.

Unutilised capital allowances available up to £250,000 Detaile from Box G8901 Friencial Times 10 Cannon Street, EC4P 48Y

LEISURE COMPANY

FOR SALE

Prestigious yacht chartering outside UK. Potential growth

BUSINESS OPPORTUNITY Highly profitable Pine and Cans Furniture Shop in sought after location In S.E. London Turnover over £1m

Price: £120,000 S.A.Y. PRALL CHAMPION & PRALL 76 Spital Street, Dertford, Kent (0322) 28891

FOR SALE

SMALL PRECISION ENGINEERING COMPANY comprising fully equipped modern factory situated in East Devon Details from Bax G8897 Financial Times 10 Cennon Street, EC4P 4BY

Sir Kenneih Cork, G.B.E., D.LITT., F.C.A. & P.F.M. Shewell Esq., M.A. F.C.A.

Delorean Auction

scheduled for Wednesday/Thursday, 18th & 19th May, 1983, has

Forthcoming Auction Sale of DeLorean Motor Company,

FOR SALE AS A

WESTERN TOOLING LTD.

One of the UK's leading anufacturers of spindle tooling and boring equipment. The ecently introduced "Rigidbore" precision cutting sool machining centres

Roceiver and Manager WESTERN TOOLING LTD 19oniggs Industrial Estate Falmouth, Common

CRAFT BUSINESS

on the Grand Union Canal

in Northamptonshire

For further details pleases

Further

Processed Poultry

Production

Madem purpose built EEC approved factory, situeted in tax haven location — Chennel telends, Easy access to UK and Continontal merkets. Established brand, well simined staff, operals under entightsned Gpvt, regulations end controls.

For further details write to Bar G882Z, Financial Times 10 Cennon Street, EC4P 48Y

RETAIL BUSINESS

FOR SALE

FAST OROWING SPECIALIST CHAIN with tumover of £4m. Injection of funds required. Repties will only be sent if principal is disclosed.

Write Box G9899, Financial Times 10 Cennon Street, EC4P 48Y

AND ROD PLANT. Tel. 0802 42541.

Alden O'Rourke, AC THORNTON BAKER
Caetilian Chambers
2 Caetilian Street
Northampton NN1 1-12

GOING CONCERN

omplements a complete tooling range for all types of NC/CNC

MANUFACTURER OF PROTECTIVE WORKWEAR FOR SALE AS A **GOING CONCERN**

Well known manufacturer of high quality protective workwast end Manegament Uniforms supplying a number of major U.K. companies, including many wall known High Street retailers, for sale as a going

- Turnover approximately £1,8m p.a.
- Excellent Customer base.
- Good range of high quality products
- Skilled workforce. Well equipped lessehold premises at Skelton which forms part of the North Eastern development area.

All anquiries should be made in the first instance to the joint receivers end managers of Angus Jowett & Co. Ltd., at the company's premises. Talaphone 0287 50451.

Alternatively the joint receivers and managers can be contacted at the following address

and equipment.

M. J. Moore, Coopers & Lybrand, Scottish Mutual House, LEEDS LS15JG

O. M. Middleton, Coopers & Lybrand, Church House, Grange Road. MIODLESBROUGH Cleveland TS1 2LR

Company established 15 years in the business

each of past two years exceeded £2m.

Atthur Young McClelland Mootes & Co.,

Write to: S J.L. Adamson, C A. of

Rolls House, 7 Rolls Bulldings.

Fetter Lane, London, EC4A 1NH. Ot-B31 7130 ext. 4360

of importing and distributing glass. Turnovet in

Leasehold premises London SE7 with c.50 years

unexpired, stocks, motor vehicles, sundry plant

PRESSWORK BUSINESS Importer and distributur of -REDDITCH glass for sale

C&L

The business including plant and machinery of H Evans Pressings Limited are for sale by the receivers. . Freehold property available if required. Enquiries to: D R Terry FCA Price Waterber 169 Edward Street Birminghum E3 22B Telephone: 623-236 5011 rice

ater louse

OF INTEREST TO LARGE AND SMALL CATERING COMPANIES A RESTAURANT BUSINESS FOR SALE in the heart of the CONFERENCE TOWN of HARROGATE, N. YORKS The property has recently been refurbished to a high standard seating op to 80 persons.

Contact: J. BRIAN LUND, F.R.I.C.S. V. STANLEY WALKER & SON, Chartered Surveyors 0532-436551

WHOLESALE PROVISIONS AND GROCERY MERCHANTS Situated in Nottingham area

Arthur Young McClelland Moores S Co.

11,000 sq. ft freehold property Approximately £500,000 turnover

Principals only apply to: Box FT/798, c/o St. James's House 4/7 Red Lion Court, Fleet Street, London ECIA 3EB

MECHANICAL MUSIC FOR SALE COLLECTION MARINA AND HIRE

60 instruments in playing order Orchestrone, Organs, Reproducing Pienos, Barrol Organe, Music Baxes Phonographs, stc. Use in tourist straction, Themed Resimumnt or original estartainment TEL: 0749 72937

FOR SALE SMALL
SHEETMETALWORK & WELDING CO
This lamily business, located in
South Humberside area and astablished for 25 years, is for asia as a
going concern due to the forthcoming reliroment of the principal, Long
leasehold leatory with 1/o in excess
of £200,000 and tmding profitably,
Further datafie from
Box GBS21, Financial Times
10 Centon Street, EC4P 48Y

Themes Velley, record 200% growth aver the past 18 months, but enormous potential yet untapped, 1/25,000, 100% equity, stock, malling lists, lease, £80,000, Write Box G8911, Financial Times 10 Cannon Street, EC4P 4BY

AND LEASEBACK

About 200 acres including

tome Woodland Situated South East

Write Box G8919

10 Connon Street, EC4P 4BY

FARM FOR SALE

BUSINESS FOR SALE FOR SALE Sport-related Mail Ordet Oistribution Business

Insurance brohers for sale, mainly motor, Members of BIBA and regi-stored, Main road ground floor tree-hold premises. South London promium rncome over £400,000. Good elbfi. Ratiroment roason lo

rite Box G8907, Financial Timce 10 Connon Street, EC4P 48Y

đ

HIGH-INCOME BUSINESS FOR SALE

COMPANY NOTICES

NESTLÉ S.A.

Cham and Vevey (Switzerland)

THE 116TH ORDINARY GENERAL MEETING OF SHAREHOLDERS is to be held at 3.00 p.m. on Thursday, 19th May 1983, at the "Palais de Beaulieu," LAUSANNE (SWITZERLAND)

AGENDA

- 1. Approval of the Accounts for 1982 and of the Annual Report.
- 2. Ralease from responsibility of the Board of Directors and of the
- 3. Decision regarding the appropriation of the net profit. 4. Elections in eccordance with the Articles of Association,

The owners of bearer shares may obtain their cards giving admission to the gansral mestiog (with a proxy) et the Company's Transfer Office in Cham up to Monday 16th May 1983 at noon, et the latest. The cards will be delivered against the statement of a bank that the shares are deposited or upon daposit of the shares in the offices of the Company where they will remain blocked until the day after the ganarai meeting.

The report Nestlé 1982 with the Annual Report of Nestlé S.A. (comprising the Balance Sheet and the Profit and Loss Account with comments, the Auditors' Report and the proposals for the appropriation of profits), is available to the holders of bearer shares as from 27th April, 1983, at the Ragistered Offices at Cham and Vevey, and as from 2nd May at the Offices of the Paying Agents of the Company.

The holders of registered shares whose names are entered in the Share Register will, within the next few days, receive at their last addrass communicated to the Company, an envelope containing tha Notice for the General Meeting, together with a form comprising an application for obtaining the card giving admission to such meeting as well as a proxy. On the other hand, the aforesaid Report will be despatched a few days later. The shareholders are requested to address any correspondence

concerning the General Meeting to the Transfer Offics of the Company at Cham (Switzerland). Cham and Vevey,

The Board of Directors

ART GALLERIES

2nd May. 1983

AGNEW GALLERY, 43, 010 Boad St., Wt. 01-029 6176. LESLIE WORTH—Recent Wilercolours. Unch 6 May. Mon.-Frl. 9-30-5-30.

BRITISH PAINTING EXHIBITION. 350 Olig/Watercoldars from £50, at the Mail Gallories. The Mail. SW1. Daily to-S. Incl., Bank Hol. Until 4 May. Adm. £t. BROWSE & DARBY, to. Cork St., Wt. EFEVRE GALLERY, 30. Braton St., Wt. Ot.493 ts72/s. CONTEMPORARY PAINTINGS ON VIEW. Mun.-Frt. 1P-B and Sact. to-12.45.

PARKER GALLERY, 12a-120 Be-Fele Street London Wtx SAO toposite May rain Hutelt. Tol. 01-409 \$205.

PERSONAL

DUTCH AND FLEMISH SEVENTEENTH CENTURY ALAN JACOBS

GALLERY (CINOA) Speciolists in Dutch ond Flemish 17th Century pointings seeks important paintings for substantial United States clients

Write: Alan Jacobs Gallary B Duho Street, St Jomes's London, SW1 or Tal: 01-530 3709

M he Box G.8916. Pinancial Times 10 Cannon Street, London EC47 48T.

SICS CORPORATION

NOTICE TO EOR HOLDERS Further to notice of January 13, 1983 The Chase Manhattan Bank, N.A. London as Decottary informs EBR holdons that the contract of the contract of the devices of the period of the contract of devices as the contract of the

Accordingly, in respect of the free latribution, EIR holders should now resent Coupon No. 3 in order to claim

THE CHASE MANHATTAN BANK, N.A.

PRIVATBANKEN AIS E12,000.000 1412% SUBUROINATED NOTES 1988

In compliance with the roughraments of the Stock Exchange in London we inform holders of the above-mentioned motos that copies of the Anosal Report and Accounts for 192 of Privathankes AIS are ovaliable from the offices of Hambros Sank Limited. Stock Country, 21 Sishopsgate, London ECZP ZAA. 3rd May. 1983. PRIVATBANKEN A/S

THE SCOTTISH AGRICULTURAL SECURITIES CORPORATION P.L.C. 71% Debenture Stock, 1990-92 72% Dependance Stock, 1990-92
Notice is horeby given thet the
REGIBTERS of the CORPORATION'S
obove monitioned Debenture Stock
will be CLOSSO for TRANSFER end
REGISTRATION from 18th to 31st
May 1968 both days inclusive,
By Order of the Board,
K. J. McTurk, Secretary,
48 Palmorston Pieco,
Edinburgh EH12 5BR 2nd Mey, 1983.

U.S.525.000.000 FLOAVING RATE.
NOTES DUE 1083
In accordance with the provisions of
the above Notes, the rate of laterest
for the portiod April 29, 1983 to
October 31, 1983 has been fixed at
October 31, 1983 has been fixed at
October 31, 1983 has been fixed at
October 30, 1983 has been fixed at
October 30, 1984 or note of the University of Coupon
No. 14, 1984 surrender of coupon
No. 14, 1984 surrender of coupon BANQUE INTERNATIONALE

klam, glamorous nostesses, escring shows, 169, Regent St. U1-754 0557, HANOVERIAM MICHTCLUE and Res. 9. Manovers from Wil. Where ready's Gast-hersman can might among actions and re-refusing evening that ming marking parties available interfers available interfers of the for re-al am. Recommended to rive for re-

Proo Section 4 Section $\{S_{i,j,n,i+1}$ Property of Take Land Managara (all all me $\mu^{\mu^{-1/2}}$ ---

Editor

BANQUE FRANÇAISE DU COMMERCE EXTERIEUR

GUIDE

INVESTMENTS FOR SALE

ORTUGAL, VILAMOURA. Invest in the floors sporting tourist development in Europe. Apr's from £25.000, Villa from £30.000. R M.S., 157 Wildeross St., London, BCL. 01-250 0358.

Auctioneers & Valuers

PERSONAL

HEATHROW—New air conditioned Officed with car parking from 1,360 sq. ft. Telephone 01-499 3366.

TRAVEL

okyo, Osaka. Seoul, Tolpel & Far Eatl Wide, horts of Gistourn fights Brochure Japan Services Troyol, Ot-427 5703.

EXHIBITIONS

COMPANY NOTICES



FRIESCH-GRONINGSCHE HYPOTHEEKBANK N.V.

U.S.\$ 20,000,000 Floating Rate Notes due 1987

The interest payable on the relevant interest payment date, June 23, 1983 against coupon π⁰5 will be U.S.\$ 130.17 per Note. Agent Bank

In accordance with the provisions of the Notes, notice is hereby given that for the interest period from March 23,1983 to June 23,1983 the Notes will carry an interest rate of 10 3 fr % per annum.



KREDIETBANK S A. LUXEMBOURGEOISE

THE ARTS

Tate/William Packer

The essential beauty of Cubism

The Essential Cubism which has just opened at the Tate (until July 10) is as import-ant an exhibition as any we are likely to see here, or anywhere else, in this or any year. A large claim, perhaps, but the fact ie unmistakeable in the face of the evidence on the gallery walls.
With Manet, or Great Japan,

or Claude Lorrain, such an emphasis la hardly a matter of controversy. With Cubism, civilised assumptions even now cannot be made. For Cubism is Pleasso, Braque and all their friends; and it is still in the popular. even the educated mind, the prime demonstration of the Modern Art Confidence Trick, mischievous, cynical, anti-art, destructive, difficult and

Now Modern Art is no trick and, just so, Cubism is none of those things. The work itself gives the lle, and here it all is, with the very choicest examples procurable set out before us at each significant turn in the story, from the tentative first experiments of 1907, Braque and Picasso moving gradually towards each other, to the final diaspora around 1920. Douglas Cooper and Gary Tinterow, the exhibition selectors, have achieved the definitive repreeentation. If that cannot per-

suade you, nothing will. The first thing in say is how physically beautiful so much of it is, how technically accom-plished. Cubism has been the creature of art history, criti-cism and prejudice for too long, perhaps, and we do well to look again and hecognise these as the again and necognise these as the things their painters knew and mede, peintings indeed before all else. The palette may be restricted, the tones close, but the colour is ever rich and dense, the touch delicate, economical, always effective.

mical, always effective.

Three rooms in the show are given over to the collaboration and parallel development of Pleasso and Braque to the years 1909 to 1914, the period of the full resolution of their extraordinary restratement of whal the natural might can and do the painter might see and do, before a freer end more per-sonal synthesis hegan to dis-



The exhibition selectors, Gary Tinterow (middle) and Douglas Cooper, inspect the Portrait of Josette by Juan Gris, a secondary but substantial Spanish Cubist

like " to be " like ".

of experience, comething of rather different an order to conventional representation, suggestion or description. We suggestion or description. We have two eyes that see at once, and they see different things, or rather they register the same things differently, though those differences are insensibly resolved; and those eyes are never criff.

Only conventional expectation ruled that the painted image should ever remain integral, static, one-sided, viewed as it were forever with a single eye. And the strange thing is that those images the Cubists thus achieved, fragmented, distorted and once apparently all but and once apparently all hut

all been there before: rather it there, the atory in its later was a matter of whole-hearted, chapters is one of diversification unself-conscious commitment to a subject not needing to "look From their first appearance architectural cast in the committee to the like "look of the look of the lo From their first appearance around 1911 the minor figures

like "to be "like".

It was a matter of equivalence of experience, eomething of rather different an order to conventional representation, suggestion or description. We have two eyes that see at once, and they see different things, or rather they register the same things differently, though those differently, though those differences are insensibly resolved; and those eyes are never still.

Only conventional expectation ruled that the painted image ciples, is singularly influential only in nudging his seniors eway from their severity back to a lighter tonality ad a colourful palette, Lipchitz and Laurens quietly carve out and refine the three-dimensional

place such disciplined analysis. Even at the intellectual heart of the business, their work together generates astonishing aesthelic power and physical excilement. The experience each room effords is the more memorable for being unrepeate able, for such a collection is unlikely ever to be brought together again.

What was new was not really the lidea of pictorial autocals. With every year grow clearer.

Tho door was now open for the heroes of the show and supply its substance. It ends as anyone to pass through, for the it began, with them, though their paths have by then diverged. There were always fundamental differences becomentable for such a collection is convention and a beavy new responsibility. The painter was now very much on his own. The opportunity was soon exploited. unlikely ever to be brought together again.

What was new was not really the idea of pictorial autonomy, nor the practical enquiry into the sensation and processes of technical or formal possibilities.

The paintor was rejecting again.

Individual responsibility. The paintor was rejecting again to the carme: looking again to Cezame: looking again to Cezame: opportunity was soon exploited. Picasso the figure man, primitiff artists picking up at once and symbolist, the Classical and the life room.

alternative.

position, a restrained, even diffident touch; in Picasso a more torceful presence, a more active, diagonal emphasis,

diagonal emphasis.

Braque remained a Cubist in essence all his life, while Picasso went off in all directions often simultaneously. But Cubism was never a closed orthodoxy, a system or faith, but a way of responding to "the thing seen," and of making Art, that was, is, infinitely adaptable. Cubism remained with Picasso too, giving him at once a formal freedom and a structural discipline that tostructural discipline that together were to characterise everything he did.

Here, we cateb ourselves with him looking both ways at once, forwards and back beyond the scope of Cubism as such: with his Mm With A Pipe as just one example, painted in the summer of 1911 at the high tide of the Cubist analysis, looking back to the harsh frimitive masks of Les But Braque and Picasso are harsh rimitive masks of Les Desmoiselles of 1906, and yet clearly taking us on 20 years or more to the surrealist grotesques and distortions. And is there yet a hint of playfulness the traint and till of the ness in the twist and tilt of the moustache, and the bleak stare of the eye, that makes us think of the assembled sculpture even seeing, for in their several ways. This show confines itself to the They shared the motif later on The tease informs the impressionists and post- movement's principals and their repeatedly, their unsigned work seriousness it plerces, like a immediate circle, bul even etill notoriously difficult of shaft of sunlight.

Obituary/George Balanchine

Clement Crisp

Georgian family name simplified by Diaghilev when be joined the Ballet Russe in 1924) position of principal (and final) choreographer to the Bailet

George Balanchine died in New York on Saturday. He had death in 1929, Balanchine had made ien ballets for the troupe, some time and a fall in his apartment which occurred in New Hork occurred in Son, and the Apollo which was to become the artistle turning in 1904 into a musical family—both his father and brother were combon which occurred as a pupil into the Imperial Ballet occurred as a pupil into the Imperial Ballet occurred in graduated from that same academy seven years later, in 1921, when it had become the Soviet Salanchine was to find work in Stale Ballet School. As a young dancer in the Petrograd of the early 1920s, Balanchine (his own short-lived Les Ballets How and Earlies were with carry 1920s, Balanchine (his own short-lived Les Ballets Carlo on a variety of training and temperament, from periods and assurance, such as his Night spent working on Broadway to the New York City and part of the grant was to since which evolved in companies which evolved in an death in 1920s, and a brief session at the part of the Stravinsky and entrol of the Stravinsky and entrol of the Stravinsky and entrol of the Stravinsky sequence of masterpleces for his company. For many ballet, when it had become the Soviet School. As a young dancer in the Petrograd of the early 1920s, Balanchine (his own short-lived Les Ballets Form Marius Petipa.

By the time of Diaghilev's school in the roupe.

Ballet—and a succession of companies which evolved in and control of approach work of the dazline was to find work in Copenhagen. Paris, London, hallet which he inherited, by training and temperament, from Marius Petipa.

By the time of Diaghilev's School American dazling of the Ballet and a succession of companies which evolved in an assurance, such as his Night. Given to descriptions of himself as core, Balanchine was to sink from periods and assuran

fied by Diaghilev when be joined the Ballet Russe in 1924) made his first choreographic essays, and also studied music at the Petrograd Conservatoire.

A fine dancer, Balanchine was also a fine musician, and in 1924 with a group of three fellow soloists from the Petrograd ballet, he set out on a performance tour of the Baltic from which none of the dancers were to return to their native land. Instead, the accepted an invitation of principal (and final) york City Ballet.

It was the invitation from the patrographic to make the invitation from which none of the dancers which were in the triend and ideal collaborate of the control of traditional schooling, and the forward-tooking and the forward-tooking land. Instead, the accepted an invitation from which none of the Diaghilev of traditional school land. Instead, the accepted and invitation from which none of the Diaghilev of traditional school land. Instead, the accepted and invitation from which none of the Diaghilev of traditional school land. Instead, the accepted and land the forward-tooking and the forward-tooking creative genius which were in movement that scemed its dance truly American as an ert of the 20th century, and to produce the uniquely satisfying the position of principal (and final) york City Ballet.

his own short-lived Les Ballets

sis own short-lived Les Ballets
He was a genius, as Stravinsky and Picaeso were
gain was the invitation from geniuses, to whom the 20th cen-

York City Ballet. clent ballets like Agon or The Between them Balanchine Four Temperoments, in which and Kirstein established a he extended the boundaries and

venich could be serene in Con-certo Barocco, or intense in a late master-work like the Davidsbundleriunce, or grandly melanchotic in the expression-Chaikovsky's Pothetique symphony which was so mysterious an ending to the 1981 Chaikovsky Festival presented

by his company.

Balonchine was the dominant gentus in the batter of our century. Itis monument is the assounding catalogue of hallets he made for his company, and the company itself and its school — whose identity he so gloriously fixed. It is also tn the continuing vitality of the classic ecademic dance which he hymned and ennobled in every baltet he made.

Mistero Buffo/Riverside Studios

Michael Coveney

Dario Fo has been performing his dazzling one-man show throughout Italy and Europe since 1969 and no event could be better timed to remind Londoners of the full value and potential of the reprieved Riverside Studios than the christening party (confirmation, perhaps) thrown by this exuberant, stylish and anarchic zany. The whole event is like a Ken Dodd special scuppered by a cheerfully left-wing blasphemer, A packed eudlence was entirely engulfed by an extraordinary display of anecdotal prologues, demonstrations of the art of the Italian medieval roussms, he encounters Christ panels and hypocritical religiosity is conjured by the actor. Equally vivid is the sighl of miracle-watchers gathering at the grave of Lazarus, exchanging bets on miracy to withest the resurrence of Lazarus, or spins another one off white smugly identifying the apostles to each other.

On a bare stage. Fo is accompanied by a translation and a better wherein are projected snippets of trenslation. It is because for moulds the retinue in a Gregorien chant. On stepping out, in an incident in precise, hrillianly miracd fable, unpatronising and informative feeture, and a pesonantly constitution of the studies are stilled as a constant of the station of the studies and the sounders and the sounders are intresistable conjuring a large watchers gathering at the grave of Lazarus, exchanging bets on the possibility of Christ pulling another one off white smugly identifying the apostles to each other.

On a bare stage. Fo is accompanied by a translation of the studies are stage. Fo moulds the conjuring a large watchers gathering at the grave of Lazarus, exchanging bets on the possibility of Christ pulling another one off white smugly identifying the apostles to each other.

On a bare stage. Fo is accompanied by a translation, it is the sighl of furse pathering at the grave of Lazarus, exchanging bets on the possibility of Christ pulling another one off white smugly identifying the apostles to each other.

On a bare stage. Fo is accompanied by a transl

phemer, A packed endlence was entirely engulfed by an extraordinary display of anecdotal on stepping out, in an incident prologues, demonstrations of typical of such medieval enachine art of the Italian medieval ronisms, he encounters Christ en route to Calvary and is morti-

the well-worn chehes of com-nicdio dell'arte, first as the hungry Zanni dreaming of an obscenely mountainous meal and waking to feast on a fly whose buzz emerges from a wait of starvation as he wakes; and then as Scapino tutoring his protege in the manners of the role.

He restores a good name to

The jargon of the grommelos is a sort of agrated experanto which Fo invests with the flavour of Italian, or French, or phemer, A packed cuntence was entirely engulfed by an extraordinary display of anecdotal prologues, demonstrations of the Italian medieval story-teller, or guillare, and the onomatopoeic sound system of grammelot.

This is because Fo moulds the evening into a mixture of a mixture of precise, hrillianly mimed fable, unpatronising and informative unpatronising and informative en route to Calvary and is mortified all going unrecognised by his predessor.

This is because Fo moulds the evening into a mixture of a wonderful, wheeling into a mixture of a wonderful,

The Taming of the Shrew/Barbican

The challenge to directors of The Shrew is how to disguise almost to music-hall level in this the hateful story as good old-fashioned fun. Barry Kyle has done this for the RSC by emphesising the Induction, reminding almost to music-hall level in this chairs at the moment of sitting that would fashioned fun. Barry Kyle has do is beastly, what Kate has to do is unpleasant. Some actreases suggest that Kate's actreases suggest that Kate's and distinguish and the evening.

There is a wealth of music, down, wrestling that would surely Nick Bicat could have enjoy it as we should enjoy able in the evening. sising the Induction, reminding us constantly that what we are final speech on the duties of seeing is an extempore joilingtoning the Lord'e household. Sly isn't allowed to tade out, but is brought on now and again in his horrowed gold an air of distress that is very touching.

has to do is unpleasant. Some —that we can dismiss it all and actresses suggest that Kate's enjoy it as we should enjoy final speech on the duties of a vaudoville act.

again In his horrowed gold tunic. What we see doesn't really happen at ell. Shakes-peare suggeets thie hy including so many impersonations In the plot. Never trust what you see, be says.

The actors can't meet the challenge as the director can. Exaggerate it as you will—and touching and air of distress that is very touching.

Alun Armstrong's Petruchio accent when he poses as a single Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident accent when he poses as a single Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident accent when he poses as a single Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident accent when he poses as a single Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident process as a single Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident process as a single Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a comic French always warmed by an evident gives Horteneia a com

winter"? (The party is sup-

a vaudoville act.

The second division people posed to be taking place at quiet, bespectacled Lucentio from Mark Rylance, with a beautiful, composed Bianca to win (Alice Krige), Ian Talbot worry and paternal pride, gives Horteneia a comic French always warmed by an evident accent when he poses as a music-tracher, and Transo bury a huntsman in the Induc-

The Body/The Pit B. A. Young

a body is discovered under a arrest everyone, ask them if bridge in a simple Cornish they are communists, and shoot village, and the complicatione that begin with the rival claims I have heard Mr Darke's laut, it is an excess of elegance fluently, graceful passages. Self-to it by old Mrs May and old bridge in a simple Cornish rillage, and the complicatione that begin with the rival claims to it by old Mrs May and old Archie Gross. Don't let it fool you. There are warheads in the fields among the sheep, and even glimpses of U.S. Marines. The meat of the play comes in the second act. Bud, a young

Marine, has died of boredom and Mr Darke has allowed him the capacity to speak from beyond the vell, where he is so bored he knows he must be in Hell. The Marine lieutenant realises bow bad for discipline it will be if the word gets out that Marinea die of boredom, so be kidnaps Kenneth, who we see in Act 1 setting off in pick mushrooms and grease the com-bine harvester. It is the Marine's body the villegers have found. Kenneth is brainwashed into becoming a substitute

Relations between the vil-lagers and the Marines become increasingly complicated, though not without some improbable help from Mr Darke, who has provided a Rector who dresses as a Chinaman (Derek Godfrey)

people were presented and then deserted — quarrelsome Mrs May (Brenda Peters), Archie Gross, Kenneth'e father (Christense) tupher Benjamin). Gilbert the policeman, Kenneth's brother-in-law (David Shaw-Parker).

Kenneth (Clive Wood) bas little to do but play a parody Marine; Jenny Agutter as Grece, his wife, provides the only seriously dramatic moment hy her death. Pete Postleth-waite pleys the Marine sergeant and John Bowe the lleutenant. The direction, which is tidy, is by Nick Hamm, the design by Dermot Hayes.

Beaux Arts Trio/Wigmore Hall

David Murray

I have heard Mr Darke's work on radio and admired it, and there were things to admire in The Body. The scene-painting of the first act showed comic imagination in its unsophisticated way. I liked the three men who joined in chorus to sing the views of "The farmers of this parish," though I felt that if they had to sing in rhyme they might heve been given verse with more polish. Some apparently interesting people were presented and then it is an excess of elegance end polish that can suggest that is an excess of elegance conscious touches compromised list cheerful directness, and there was some rough ensemble. The little "intermezzo" that other way round. At any rete, this time they were evidently seerching and not always find-the first of three on consecutive nights, each including besides Haydn one of Schumann's three Irios gestures, and particularly the comanding Romantic thrust of its plano, fall outside the Beaux three letter sets fell upon relathree. Saturday's choice from the letter sets fell upon relatively little-pieyed works: perhaps the Beaux Arts simply hasn't made up its collective

> Aris, and their assured style is secure as ever. The cut-glass gleam of Menahem Pressier's piano-touch domineted the fore-

The first act of Nick Darke's and an ambitious sergeant who comedy tells in a manner sugarrests bis lieutenant when that gesting Cold Comfort Farm bow officer emberks on a plan to playing on Saturday, and it Schumann's lightweight Trio

Arts' favoured range. Hearing (and watching) three very intelligent musiciens striving ficroely to achieve that broad manner mind about them yet.

Haydn—the A major Trio,
Hoh. XV:18—was unproblematic. Nohody hee done more to champion Haydn's fine, neglected trios than the Beaux.

Arts and their assured style is

New Friel play opens

A new farce by Brian Friel. plano-touch domineted the foreground quite properly, but The Cammunicotion Cord. opens
Bernard Greenhouse also on Friday May 6 at the Hampmanaged to find pretty rewards
beyond what Haydn is combeyond what Haydn is com-

Editor's **Proof**

Hundreds of newspapers and magazines in 35 countries are already using the Financial Times Syndication Service.

and and and a

The FT Syndication Service provides publications of all sizes with access to the FT's worldwide news-gathering re-sources and unrivalled editorial expertise. As a subscriber, your pub-

lication could benefit in several ways. You could receive a constant flow of international and City news. You could reproduce news and feature material from the FT itself as well as using specially-prepared syndicated articles.

To find out more, please contact our Syndication Manager, Dennis Kiley, at Bracken House, ID Cannon Street, London, EC4P 4BY. United London Kingdom. 248.8000. Tel:

Arts Guide

Music/Monday. Opera and Ballet/Tuesday. Theatre/Wednes-day. Exhibitions/Thursday. A selective guide to all the Arts ap-pears each Friday.

Opera and Ballet WEST GERMANY

Hamburg Opera: Arabella produced by Otto Schenk has Anna Tomowa Sintow in the title role. La Boheme sung in Italian has Beatrice Haldas excelling in the part of Mimi. Der Barbier von Sevilla with a cast headed by David Rendall was trum-phently revived. (351151).

headed by David Rendall was trium-phently revived. (35 11 51).

rankfurt Opera: This week's high-light is Ariadne Auf Nacos with Agnes Baltsa as The Composer and Janis Martin in the part of Ariadne. Der Filegende Holländer is present-ed with Franz Ferdinand Nentwig atta title pole Fidalio has Sabine en with Franz Ferninand Nentwig in the title role, Fidelio has Sabine Hass as Leonore, Die Entführung aus dem Serail closes the week. (25621)

(25621).

funish Bayerische Stattsoper: La
Cenerentola features Franzisco Araiza and Barbara Daniel. Fidelio has
Hildegard Behrens and Franz Ferdinand Nentwig. Aida conducted by Gian Franco Masini has fine interpretations by Livia Budai and Glorgio Lamberti. (21851).

LONDON

Royal Opera, Covent Garden: The Roy-al Opera's second postwar attempt at Puccini's Manon Lesceut, after all at Puccini's Manon Lescaut, after all its much-publicised birth pangs, is finally revealed to an audience; Kiri Te Kanawa, Placido Domingo, and Thomas Allen take the leading roles, Giuseppe Sinopoli conducts. Last performance of Poulenc's Car-melites, with Felicity Lott and Re-rice Course at the head of a selecgine Crespin at the head of e splen-did cast. (240 1066).

April 29-May 5 tins, d'Amboise and Duell. New York State Theater, Lincoln Ceoter (3705570). Paul Taylor Dance Company: Two world premieres, Sunset and Snow White, are included in the 24-performence season of one of America's

English National Opera, Celiseum: Prokofiev's Gambler, an early, uneven, but vivid and exciting work, joins the ENO repertory, in the third of David Pountney's new productions this season. The conductor is Christian Badea, and the cast includes Graham Clar, Sally Borgess, and Ann Howard, Final beforand Ann Howard. Final performance of The Force of Destiny

magnificently led by Josephine Bar-stow and the conductor John Man-

ceri; more of the company's well-routined Fledermaus. (8363181).

PARIS

NEW YORK

New York City Ballet: In his first sea-

son as artistic director as a result of George Balanchine's ill health, Pe-ter Martins presents 40 works from

the company's repertory, ranging from Belanchine's first American work, Serenade (1934), to four pieces premiered in winter, by Mar-

mance season of one of America's veteran modern dance troupes. Ch Center (55th E. of 7th Av. 5817887).

New York City Ballet: Peter Martins takes the reins of the company presenting 40 works from their repertory ranging from George Balanchine's first American work. Serential (1924). nada (1934). to four pieces pre-miered in winter, by Martins, d'Am-boise and Duell. New York State Theater, Lincoln Center (870 5570). Stuttgart ballet company presents Eugene Onegine with Tchallovsky's music arranged by Kurt Heihz Stahz and chortography by John Crankn at the TMP - Chatelet (261 1933).

Bob Fosce's Dancin': Palais des Congres (758 1458).

Bonnes and Juliette, choreography by John Crankn, directed by Georgette Tringui - Rides is danced by Paris Opera Ballet. Opera de Paris (7425750).

La Belle Heisese in a new production by Alain Lombard at the Opera Comique (2980611).

Metropolitan Opera: National tour fea tures performances this week of Der Rosenkavaller, Adriana Lecouvreur, and Boris Godunov. Opera House, Kennedy Center (254 3770).

BRUSSELS Le Comie Ory: Theatre Royale de la

Planders Royal Ballet with Balan chine's Brillante and Cranko's Opus 1. Westrand Cultural Centre.

Staatsoper (5324/2555): Medame But-terfly, Die Zauberflöte, Capriccio. Volksoper (5324/2657): Die Csar-desfürstin, Wiener Blut, Der Wildschütz, Das Feitrwerk, Gaspa-

F.T. CROSSWORD PUZZLE No. 5,161

ACROSS

1 Sort of help that's not fancied? (8, 3) 7 Label that may be applied to wrestling (3)

9 Gather a crowd, we hear (5) 16 In the study I have a fireplace to blecken (9) 11 Money boxes for fuel bills?

12 Helps a beast in distress (5) 13 Unnecessary loss of a point irritates (7) 15 Between-maid perhaps (4)

18 Best sort of capital invest-20 Saw about the digs? (7) 23 Practice gives us time (5)

24 From one's first look, the canal gate is broken (2, 1, 6) 26 In favour of a move that will earn more money? (9) 27 To avoid it, make a stew hash (5) 28 Observe the bishop's con-

cern (3)

DOWN

I Many a creature seen in a 2 Side to side movement in 14 Doesn't include signs of soccer, perhaps (3) spring (6, 3) wood (8)

3 Crest of a gamebird having part missing (5) 4 Speech might indicate where one's home is (7)

- of this? (7)
- 29 The favourite in form (8, 3) 6 Shameful devaluation (9)
 - 7 Steer awkwardly round a dif- 20 Stop being loyal (7) ficult problem (6) \$ Agrees to change gun

ammunition (6)

(6, 2)

- 5 A name is confused-result 17 Any one of the following
 - 19 Like an egg, il'e blown (7)
 - 21 Uproar when a strange cal loses its tail? (6) 22 Promise not freely given (6)
 - 25 Scowl wben let down (5)

16 Rises to announce the exhibition's ready for opening?

The solution to last Saturday's prize puzzle will be published with names of winners next



FINANCIAL TIMES operates n subscription hand delivery service in HOSTON BRUSSELS CRICAGO COLOGNE COPENHAGEN

FRANKFURT GENEVA THE HAGUE HAMBURG HOME KONG HOUSTON JAKARTA KUALA LUMPUR LISTON LOS ANGELES LUGANO

DUSSELDORF EINDHOYEN

MADRID MARILA MIAMI MONTREAL MUNICH **MEW YORK PARIS PORTO** ROTTERBAM SAN FRANCISCO SINGAPORE STOCKHOLM STUTTGART TAIPEL TOKYO

WASHINGTON For information For information contact G. T. Damer, Financial Times, Guiollette strasse 54, 6000 Frankfurt am Main, W. Germany or Laurence Allen, Financial Times, 75 Rocke-feller Plaza, New York, N. Y., 10019.

TORONTO BURECHT VIENNA

BNANCIAL TIMES

ACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000 Tuesday May 3 1983

Italy's way of progress

NOT ONLY Britain, but Italy too many be holding early general elections this June. The five-month-old Government of Sig Amintore Fanfani had been one of untypical comradeliness and effectiveness and its downfall came as a surprise to many. But it should not have done. The Socialists only consented to its formation last December on the understanding that Sig Fance are in the real needs of the country. For this reason, an election might see a worrying increase in the number of those who abstain, in the belief that since nothing much will change, there is no point in voting. But if an election is to be beld, now is probably as good a time as any. And it will be better still if somehow attention the understanding that Sig Fan-

tional duty by asking the Presi-dent of the Senate, the second ranking figure of the state, to see if any possibility remained of forming a new government, which would allow Parliament to run its course to summer 1984. There is probably no pos-

Preoccupation

There is, of course, a depressing sameness about Italian election campaigns, the sbsence of serious discussion about issues, and the overriding preoccupa-tion with the formula of Government afterwards, in every probaibility similar to what went before. That elections now seem likely is simply because the Socialists have calculated that the moment is best for them, and that to delay longer might cost them votes. Indeed, the one possible novelty of the new Parliament, the arrival of the socialist leader Sig Bettino Craxi as Prime Minister for the first time will hinge to a large degree on how much extra bargaining power the party can secure from an increase of its

Assuming that elections do take place, public life will be take place, public life will be paralysed until the formation of a new government, probably not for some weeks after the likely voting day of June 26. The most serious casualty of dissolution would be a draft bill reforming the "equo canone" or rent control act, which has contributed much to the serious housing shortage from which Italy suffers. The circumstance is further grist to the mill of those who accuse Italian politicians of belog obsessed with their own short term increased. Certainly the economy's well a huge public sector deficit remain. They may be beyond full treatment. But the agreement last January to modify the "scala mobile" system of automatic wage indexation was a sign that not only industry, but unions as well, are aware that even Italy cannot live beyond its means indefinitely. All in all, the country in this likely electoral summer of 1983 appears in better health than

the understanding that Sig Fanfani would tide things over until
a dissolution of Parliament in
the spring. They have been
as good as their word, and despite more or less contrived
shows of indignation at Sig
Fanfani's going, the other
parties bave agreed with them.
President Pertini has this
week carried out his constitu-

Quarreling

But the dying Psrliament deserves a word of praise. Its four year of life bave seen six governments and almost uninterrupted quarrelling between the Socialista and Christian Democrats, those "freres enemis" who will again he obliged to cooperate once the hustings are out of the way. In fact, however, those governments achieved not a little.

The terrorists, it may be said, have been defeated. That they

have been defeated. That they have been reflects not only the greater expertise of the police, but the controversial bill providing for less severe punish-ment for captured suspects who cooperated with the authorities. Then again, a malign growth which for more than a decade had eaten into the Italian body politic has been excised with the exposure of the P-2 Free-

of Banco Ambrosiano.
On a more positive note, the country has lately presented a more decisive and creative foreign policy. Not only does Italy seem internally at greater peace with itself than in 1979, but its weight abroad has

with their own short term appears in better health than manoeuvrings, and uncaring of it did four years ago.

Why the rates must stay

1T IS almost 10 years since to to replace, the reduced rates.

Conservative Party decided Tais approach would probseriously that it wanted to "do ably also entail central determi-

payer in the land who does not a large part—perhaps 80 per share the sentiment, particu- cent or more—of the education share the sentiment, particularly at this time of year when the unwelcome and increasingly large rate demands are landing on doormats. This makes all the more poignant Mrs Thatcher's insteame on including in the Conservative General Etection manifesto a promise on rating. more poignant Mrs Thatcher's inststenre on including in the Conscrvative General Etection manifesto a promise on rating

reform. Time and again inquiries, including the Government's own green paper. "Alternatives to Domestic Rates," have come to the same conclusion: while rates

good tax; they have a high yield, are very difficult to evade, cheap and easy to collect, and are painfully visible—which aids accountability.

are painfully visible—which aids accountability.

It is almost inconceivable to think of any Government abandoning a tax which meets all these criteria and raises about £13bn a year. But rates do have their difficulties. They are based on an out-of-date formula of assessment which is all but falling apart at tha seams.

A sales tax is unpredictable in yield, costly to administer. badly visible and therefore poor for accountability.

The need to improve the current rating system could hardly be stronger. Ancient notional rental values produce absurd inconsistencies and inconsistencies and inconsistencies and physically of the costly to administer. The need to improve the current rating system could hardly be stronger. Ancient motional rental values produce absurd inconsistencies and inconsistencies and inconsistencies and therefore poor for accountability.

Moreover, the burden of rateborne expenditure is now too
high for the very small proportion of people paying the bitl.
In addition, there are the timewarn cries from commerce and
industry about the impact of
rates which, unlike income and
corporation taxes, do not vary
according to ability to pay.
This makes them, to an extent,
a regressive tax.

There is, therefore, a widelyshared objective: to reduce the
burden of rates, widen the base

benefit) on the one hand and
the general Government subsidy
in 18.5p ln the pound to all
the general Government subsidy
in 18.5p ln the pound to all
the general Government subsidy
in 18.5p ln the pound to all
the general Government subsidy
in 18.5p ln the pound to all
the number of
the number of
the number of
the full
shanclal impact of local political
decisions, wesken accountability and put commerce and
lindustry at an unfair disadvantage.
Subsidy and rebate systems
distort the purity of any tax.
They should be abolished.

There is, therefore, a widely-shared objective: to reduce the burden of rates, widen the base of those paying for the local services they receive and modernise the system without reducing local autonomy or

weakening accountability.

Mrs Thatcher's preferred option for meeting this tall order is apparently to cut tha rate burden by funding a major chunk of local expenditure, such as teachers' salaries, from cen-tral government and to introduce a local sales tax to sup-plement, and perbaps eventually system.

something" about the rates—
preferably abolish them, a local responsibilities would course repeatedly advocated by Mrs Margaret Thatcher.

There can hardly be a raterate burden might be to fund

The other part of the con-undrum—an acceptable tax to supplement the rates—is more difficult. The only real contender is a local income tax which could not be introduced the same conclusion: while rates before full computerisation of may not be an ideal form of local taxation they are the best currently available.

One of the reasons for this is that the rate fulfils so many of the classic requirements of a new tax on income. The other runners such as a sales tax do need to the classic requirements of a new tax on income. The other runners such as a sales tax do need to the classic requirements of a new tax on income. not lose any of their serious defects simply by being hauled up for further re-examination. A sales tax is unpredictable in

ams.
Moreover, the burden of rateMoreover, the burden of ratebenefit) on the one hand and

leaving ratepayers to pay the real cost of their local services. Domestic ratepayers would then have a real inventive to use the

batlot box; non-domestic rate-payers can vote with their feet if they feet strongly enough. The Government is right to seek a lower and more fairly distributed burden of local taxanon. The answer prob-ably lies not in new taxes or manifesto slogans but in an improved version of the present improved version of the present

A general rule, it is an act of discourtesy to suggest to a French official that one of bis Government's policies may have changed or may be changing, for it implies that there could be something amiss with either the old poticy or the new. So when French spokesmen insist, more vebemently than usual, on the iron constancy of poticy, the sceptic pricks up bis ears.

As a general rule, these principles apply with particular force to the area of defence policy. For 25 years, successive governments of the Right, Centre-Right and now Left have commanded an impressive national consensus on the basis of the ideas of General de Ganlle. On other questions, such as the management of the economy, controversy is rampant: but in defence, there is a national unanimity, unique in Western Europe, on the principles laid down by the founder of the Fifth Republic: national independence based on a strong nuclear force.

These principles were reuclear force.

These principles were re-affirmed recently when the Socialist government tabled its Socialist government tabled its five-year defence programma for 1984 to 1988. Not merely is the Mitterand regime as committed as its predecessors to the Idea of a strong defence policy, with expenditure rising in real terms by 11 per cent over the period, but it is equally committed to giving top priority to the modernisation and expansion of its nuclear forces.

Yet there do seem to be two overlies. The first is that French officisls are more prepared to concede than in the past that there are, and bave long been, problems of coberence and consistency in Gaullist defence doctrine. The second is that the five-year loi de progrommation militoire promises some structural reuganisations in France's ground forces which seem to imply a softening of the severe orthodoxy of Gaullist independence from the entangling Nato alliance.

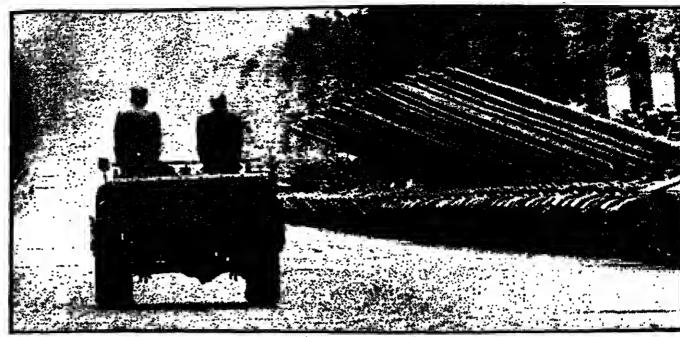
To the outside world, the in-To the outside world, the inconsistencies bave long been apparent. In 1966, General de Gaulle ejected the Nato beadquarters from Paris and withdrew France from all participation in the integrated defence arrangements of Nato. Not merely would France retain complete freedom of action (or merely would france retain complete freedom of action (or inaction) in the event of war, but its nuclear weapons would be aimed at all points of the compass (tous azimuts), not just at the Soviet Union. On the other hand, France professed to remain a loyal member of the Atlantic Alliance. Atlantic Alliance.

For 25 years the erench have sought to reconcile these diver there were some emergency cut gent doctrines. French milibacks last year as a result of tary independence was only the French economic crisis, it made possible by the relative now stands at around 4 per cent

FOREIGN AFFAIRS

France rejoins its allies

By Ian Davidson



President Mitterrand reviewing troops during a military parade in the Champs Elysees

the event of a Soviet attack on the central front, could only be undermined by a flamboyant refusal to have anything to do with joint preparations in advance. Behind the srenes. French military men made surreptitious efforts to keep in touch with their opposite numbers in the alliance, but in public almost all such contacts were taboo.

In the past decade or so, the uncompromising rigidity of Gaullist doctrine has been considerably softened. After many years of insisting that French nuclear weapons only existed to protect the French sentence. protect the French sanctuary, the Elysée (under President the Elysée (under President Giscard d'Estaing) started to concede that French vital interests might well be threatened by an attack which stopped short of the French frontier and in 1976 General Guy Mery advanced the concept of "extended sanctuarisation."

Until now, however, this shift been reflected in any significant new type, will be developed durchanges in practice, partly because the defence budget has been too small, and partly because the various nuclear weapons programmes have taken too large a share of that budget. After : the " Algerian, war,

After the Algerian, war, French defence spending declined steadily as a percentage of gross national product, bottoming out in the mld-1870s at around 3 per cent. From 1977 to 1981 it grew in real terms by 3 per cent a year, and although American nuclear umbrella, and by the explicit commitment to defence spending should conpreparations for joint defence sustained by the rest of the Alliance.

All the five-year proprietable of GNP, it the five-year proprietable is fully implemented, defence spending should continue to increase, if somewhat more slowly, by over 2 per cent a year in real terms, reaching Alliance.

11 was all very well to assert 4.3 per cent of GNP in 1988.

France's loyalty to the Alliance; For purposes of comparison, but the effectiveness of anythis is a significantly smaller

defence budget, which runs at around 5½ per cent, but since the British economy is significantly smaller than the French, defence spending in money terms in the two countries is broadly comparable.

Within the total, however, France spends much more beavily on its triad of strategic nuclear weapons: the Mirage nuclear bombers, the land-based missiles and the nuclear mis-sile submarines. This year, for example, spending no the nuclear weapons programmes will exceed FFr 19bn (£1.7bn), and account for nearly 32 per cent of all expenditure on military equipment.

The beavy emphasis on nuclear weaponry seems likely to continue. The sixth nuclear missile submarine, the Inflexible, will enter service in 1985 equipped with a new multiwarbead missile, the M4, which will progressively be deployed on the other five submarines, and a seventh submarine, of a



GEN BERNARD ROGERS: praised co-operation

me in Paris: "We have lived too long with an operational incapacity to fulfil our Nato obligations." How, then, is French military contribution, in share of GNP than the British become operational in 1994. The Mirage bombers will receive a new medium-range stand-off missile, and a new mobile land-based missile, the SX, will be developed to become opera-tional in the late 1990s. The snort-range Pluton tactical nuclear weapon will be replaced by the longer-range Hades in the early 1990s

the early 1990s. One of the results of this One of the results of this beavy nuclear programme is that the conventional forces have bad to make do with relatively short commons. Two-thirds of the ships in the French navy are at or near pensionable age, and unkind voices in London argue privately that the Freoch army has been so starved of funds that it could scarcely be expected to make an effective contribution on the an effective contribution on the battlefield.

That may be thought a wild exaggeration, to be put down to the long-standing love-hate relationship between Britain and France, exacerbated by British irritation at Gaullist pretensions, Yet an authoritative French official admitted to

hic function, when he warmly praised the "extremely close cooperation and co-ordination" that now existed with the
French military forces. Moreover, it is becoming increasingly acceptable, throughout much of the political spectrum, to admit that the sanctuary doctrine is untenable, at least in its pure form. President Mitterrand is more pro-European and more pro-Atlanticist than any of his recent predecessors, and M Charles Hernu, his Defence Minister, has argued that the French nuclear deterrent serves to protect the rest of Europe as well as France, Even M Jacques Chirac, the Gaullist Moreover, it is becoming in-

France to remove that in-capacity?

caused a little embarrassment in Paris the other day at a pub-

Europe as well as France, Even M Jacques Chirac, the Gaullist leader, is prepared to say that the security of France depends on the security of Europe, and French civil servants now feel able, in private, to mock the bey-day of Gaullism when any mention of the word Nato was enough to sow panic among officials

Finally, there is a growing awareness among defence plan-ners in Paris that there is a lot of sense behind the campaign predicts that the five-year of General Rogers and other defence programme will be the advanced tashballow and an arguments advanced technology conven-tional weapons as an alternative to tactical nuclear weapons for striking rear echelons befor striking rear echelons be arguments be mainly about a hind a Soviet attack. At the suspected shift in defence very least, the shift by Nath to doctrine, or about the money greater use of hi-tech guided required to pay for it?

weapons is probably unavoldable, even if it takes ploce more slowly than the U.S. would like, and France, for industrial as well as military reasons, will be obliged to keep in step.
"The hypothesis," according to one military specialist, "is that France would follow the alltes in attacking rear echelons, and that means great coordination with the altiance." For if Nato shifts towards a strategy designed to raise the nuclear threshold, it would be inviting (to say the least) for France to cling to a policy based on the early use of nuclear weapons.

So far, the full ramifications of this hypothesis are not publicly spelled out. But an advance indication of the way things may be moving comes in the army reorganisation plans set out in the five-year defence programme. On the one hand, the size of the army is being cut by 7 per cent, from 312,000 to 290,000 men, with the aim of switching defence spending from manpower to equipment. On the other hand, a five-division rapid deployment force, including a helicopter anti-tank On the other hand, a nve-division rapid deployment force, including a helicopter anti-tank division, will be formed, for intervention wherever needed,

in Europe or overseas.

If France is seriously moving If France is seriously moving from a strategy of frontier defence to one which includes the possibility of greater mobility, that certainly seems to imply a large amount of advance co-ordination at the military level. Naturally, for political reasons, French spokesmen continue to insist that There is currently no ques-tion of any formal French in-tegration into Nato as such; that would be far too radical a political reasons. French spokes-men continue to insist that there could be no advance commitment to intervene in the event of war, and that the decision would be taken by the French President on the day. But it is hard to imagine that departure for any political party to contemplate. On the other hand, General Bernard Rogers, Nato's top commander. the French army could play an effective mobile role in the European central front without detailed pre-planning with all its principal partners in the Alliance.

The recent activation, for the first time, of the military chapter of the 1963 Franco-German friendship treaty, is obviously an important symbolic gesture in the direction of European solidarity: an attempt to hasten the dissipation of German mistrust of French defence doctrine, and French mistrust of German stalwart-ness. But clearly the content of these regular discussions will take time to evolve, if they do evolve; for the time being they evolve; for the time being they are confined to exchanges of information, with nothing in the way of joint planning. But French specialists do nothing to conceal the arrière-pensée, that closet contacts with the Germans may help to promote co-opetation on expensive weapons projects, like a new hellcopler or the experimental ACX combat aircraft. ACX combat aircraft, One senior defence official

when it is debated in the National Assembly. The interesting question is, will the

Men & Matters

Below stairs

For the first time in their For the first time in their careers Britain's diplomats are having to grapple with the tedicus chores of maintaining drains, fixing leaky roofs, and dealing with surveyors' reports on the 4,000 properties all over the world that make up the diplomatic estate.

diplomatic estate. Responsibility for the upkeep of British embassies and diplo-matic residencies, some of which have attracted criticism for their grandeur, fell to the Foreign Office last month when the £70m Parliamentary Vote was transferred from the

Property Services Agency.
Foreign Office officials admlt to being amateurs at the good housekeeping game—indeed the diplomat in cbsrge confesses to being innumerate—and the 170 staff who will be moved from the PSA to belp out are being welcomed

The FO freely admits that the The FO freely admits that the elegance of some of the residences bardly present an image of a country whose influence bas declined and whose citizeny has suffered stiff economy measures at home.

Never the less, the diplomats

are likely to put up some convincing arguments for bolding on to their extragavant residences. the Washington Take

embassy as an example. Not only was it the first to be visited by Ronald Reagan after his election: At Haig played tennis there during the Falklands war. lands war.

Moreover, in the eyes of the
Third World, disposal of a mansion might be misinterpreted as
a scaling-down of British
interests. And many of the
more palatial buildings were
gifts from local rulers to Queen
Victoria.

It is agreed, however, that some will have to go. Eden Scotland, is pressing for a House in Singapore, and "spoilt feed allowance." This Hamilton House in Nairobi, are probably highest on the list.

As if that is not enough of an upheaval, the style of the Next, Ayr is looking for a

John Cornforth, the Country Life architecture editor, the best of British will supersede the taste of any ambassador— or, more importantly perhaps, the ambassador's wife.

If the promised strictures and new responsibilities fill the bearts of our representatives at least be sure that they will not be enforced in a burry. The Foreign Office—devoted to flexibility—is conceding it will take quite some time to get its bouses; into the new order.

If the promised strictures and rates each year.

If that request is granted British railwaymen will be using approximately three times as many pairs of boots as the whole of the British Army.

Is there a secret plan to flexibility—is conceding it will take quite some time to get its bouses into the new order. bouses into the new order.

Little will bave bappened before the Public Accounts Almost awash Committee reports in a few months' time—when it is widely expected that the Foreign Office will come in for a wigging. The expected that the Foreign Office manager locked one of his will come in for a wigging. The customers in bis office and sent diplomats are boping, however, that their estate will escape relatively nuscathed when merged in s report with the defence estale (nearly £1bn) and the civil estate (nearly £500m).

Ever since a Midland bank manager locked one of his customers in bis office and sent customers.

Railmen booted

Trade union conferences are not always pondering weighty matters such as pay, jobs, pensions, and who should be the next Prime Minister.

Take the National Union of Railwaymen which this year is at long last holding its annual get-together in Sid Weighell's native Yorkshire—less than a year after be ceased to be the union's general secretary.

The NUR delegates meeting

The NUR delegates meeting in Bridlington next month will be asked to sanction negotiations on a range of rather more When Hoove domestic issues than matters of

most insportant residences will personal issue of warm protection on a job well done, however, in future be dictated from tive clothing for all members. Tony Williamson, Hoover's London, Under the direction of working outdoors for mora than associate director of marketing.

M. CHARLES HERNU:

European emphasis

that the Midland bas been re-Christened the "listing" bank Christened the "listing" bank So far it looked like 2-nil to following some Jolly maritime Exeter in the interpretation of goings-on.

Tha Midland hired the U.S. The Midland nired the U.S. aircraft carrier Intrepid for an evening to mark the opening of its New York branch—not with any aggressive intention but as a splendid venue for a big

As the evening wore on several bankers swore solemnly that they could detect a slight list to port.

When Hoover recently sent out 10m copies of a glve-away magazine calted Hoover Your Beautiful Home it little expected it would arouse hostlity. After all the trade liked It and consumer response was good. Just as the executives at the Perivale. West London, bq, were congratulating themselves

20 per cent of their time.

Finally, Ayr wants one pair of free boots for each membar of the union, with the option of two more pairs of BR boots heing made available at reduced solutions are self-pole-axed by "Yours Equally" a couple from Exetar.

On the front cover of the book is a close-up of a girl looking over her bare shoulder. book is a close-up of a girl look-ing over her bare shoulder.

> woman on page 2 peering out of a living room window from a room furnished by Ercol. There is a tumbler on the table with an amber-coloured liquid.
> Just a bappy middle-class
> home? Not a bit of it according
> to the Exeter critics. "The amazingly bored woman looks out from the oversmart home to sea if her adventurous husband is returning. The glass in the foreground imptles she's been taking to the bottle to cope with her boredom and frustration."

dreama.

But then the letter-writers went on to complain about a drawing of a 'Hoover service engineer going about his busi-ness. They commented "When things go wrong only a patronisingly satisfied man can come and repair the machine."

Williamson felt entitled to claim a goal. It just happens that all the Hoover engineers are male because, to the hest of the company's knowledge no female has ever expressed the slightest wish to become one.

Well bred

In the rear window of a very small Fiat, "Re-cycled from a Ferrari".

Observer



The most critical poll for years

By Robin Pauley

RARELY IN Britain's recent political history has the Con-servative Party taken as intense an interest in the results of local elections as this week. Ironically, it is also some time since the electorate appeared to be showing so little interest

no secret of the fact that the final decision about a June general election may depend general election may depend critically on Thursday's local election results. A good Tory showing, against the normal trend for this period in a government's life, would favour an early poil. A major setback might argue for delay—for example the loss of Birmingham to Labour, which would require a 6 to 7 per cent swing to Labour.

Conservative party officials at they lose enough votes magrical Tory towns to give alliance the power balance Labour will be doing well it is an increase its majority new target upon Tyne there is a very low turnout to Labour.

Conservative party officials at comes third behind

Conservative party officials at Central Office in London will be examining the results in remarkable detail; every local party manager and agent has been sent forms and detailed questionnaires. The first parts are already being analysed: the rest must be sent, post haste, on Friday with a careful breakdown of all voting figures. results, patterns, special notes,

etr.

By the end of the weekend By the end of the weekend (and perhaps before Mrs Thatcher appears on the Radio Four World This Woekend programme on Sunday) Reports from throughout Central Office intends to have a map of everything that happened in each of more than 12,000 wards and the implications. This will be also used and the phrase "low-key keeps on recurring." tions. This will be also used during the general election campaign to identify areas where special effort is needed and to indicate where the SDP. Liberal Alliance poses a real threat, a subject with which the Tories are now greatly preoccupied.

Marga 1

vich 1

on hat h

te este :

Burton :

and Arm

1.... 生元化概 ber eine

· 9.75

11.

1.00

EAN WATER

government in crisis rather already prepared for discourag-than commenting on the run-ing results; its initial shopping

are off centre stage (and some net return. Labour to power, this year's rises outside London times off stage altogether) Privately, party officials hope have been quite modest. This because of all the speculation that they may do better than is largely because councils have

POINTS TO WATCH

THE CONSERVATIVES will be doing well if

they gain Darlington and Stock-

• they lose Stockport

they lose enough votes in marginal Tory towns to give the Alliance the power balance

• it can increase its majority

comes third behind

tabour and Tories in all regions more than 47 districts and five metropolitan districts are "hung"

. . . and badly if it gets less than 25 per cent of the vote nationally • it fails to end up as coalition

on recurring.

Yet it is by no means only at Conservative headquarters that the reverse is true. All the party managers agree that the results will be the most critical for years. The Labour Party knows that

completely eclipsed by the Falkands war—the Conservatives gained greatly on polling failing to mobilise an anti-day as voters supported a government in crisis raffias extent to which the party is number failing to mobilise an anti-pile up. ning of their localities.

This year there is no external modest that, translated into crisis, but the local contests general election votes, it would

their initial estimates, but they are not very confident. The results are awaited with equal tension at Alliance head-Social Democrat offices, The Liberals bave strong local organisations, look solid in their traditional areas and could

gain a good number of seats if not control of many more

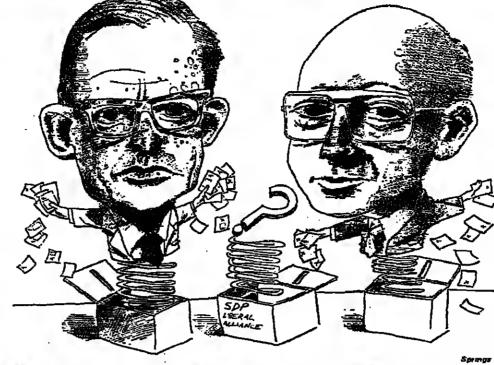
But the Social Democrats still badly lack strong local still badly lack strong local networks partly because of the way the party was created "from the top down" rather than in the usual way of from the grassroots up. Last year, having been high in the opinion polls, the Falklands War wiped them from the page columns. them from the news columns and bulletins and their hopes of local election triumphs were

The attempt to contest every seat at once with grossly in-adequate resources meant that ost candidates did not canvass or campaign sufficiently. Even so, their failure was made worse by the old third party albatross — the voting system. In some areas they got more than 30 per cent of the vote but since then the party has never recovered its public support, has fared badly in

opinion polls and suffered a serious psychological blow in coming third in the Darlington by-election which contrasted with the Liberal triumph in The party is more organised

this year than last, has selected targets more carefully and has more modest bopes. But it is still "thin" in many areas and officials admit that failure to been selling council houses for make a significant impact will years—Stockton, a Labour make it very difficult to strong-hold in the north-east engender the credibility oeces with ultra-conservative tradisary to boost its vote nationally so that it goes above the threshold needed before the number of seats won starts to

issues this year. After several years of very high and contro-versial rate increases, most of this year's rises outside London



Mr Tom King, (left) the Tory Minister in charge of Local Government and Mr Gerald Kauf-

been left with a large cash "windfall" at the end of the financial year: inflation and interest rates feti faster than ex-pected in 1982-83. In addition, governments always like low rate rises just before general elections and the distribution of grant for this year reflected

this concern. In previous years housing the chief function of the non-metro-politan districts which all go to the polls this year, has been a major issue. But after government demands for some hefty council house rent increases earlier the recommendation for 1983-84 is only an extra 85p.

Mr Tom King, the Environ-ment Secretary, originally hoped that the Tories would benefit from giving tenants the right to buy council houses. How-ever, much of the difficulty experienced by tenants has been with recalcitrant Labour councils in London. Neither these, nor the Scottish authorities, are up for re-election this year. Many Labour councils have with ultra-conservative tradi-tional Labour leaders, has been selling them since 1945, for

example.

The only other big issue been made all the more difficult authority services such as by the absence of big local garbage collection and as issues this year. garbage collection and road sweeping. There is no indi-cation, in spite of the heat of the debate at Westminster, that it will have much influence on voting patterns.
All of this points to the kind

of local poll on Thursday for which local government has become renowned: low voter interest, average poll around only 40 per cent; results based largely on voter perception of national parties, leaders and

policies rather than local issues.

Nevertheless, there is one important, semi-local political consideration. The Conservatives have a chance this year to win control of the Association of Metropolitan Authorities, which in spite of its declining status, still negotiates with central government on behalf of all the metropolitan authori-ties in England and Wales.

Of the 36 English metroeight Conservative and in five no party bas an overall majority. Of the five which are hung three (Bradford, Rochdale and Walsall) are effectively controlled by the Tories, one (Calderdale) by Labour and one (Liverpool) by Liberals.

Six of the 23 Labour councils - Barnsley, Doncaster, Gates-head, Rotherham, Wakefield and Wigan - cannot be lost. Only a third of the council is standing for election, and if the party lost every seat at stake it would still have enough left to rule. But it must retain control of 12 of its other 17 districts. Normally this would be a foregone conclusion, but any swing against Labour puts impossible to make, at least six districts at some Tha message from all the

their eight districts at risk-Stockport and, most importantly, Birmingham, without don't the most important prize this year.

The Alliance is hoping to do

well enough at the expense of both parties to create more bung councils, perhaps even with only a few seats, so that lt can hold the batance of power, play kingmaker and attract some much - needed attract some much - needed publicity as a party of authority in some key urban areas.

It cannot, on the seats it is fighting, take overall control of

any metropolitan district but if it could bold the balance in cities like Newcastle, Birming-ham or Leeds it would have made a significant inroad at local level.

The Liberals will be hoping with some justification to strengthen their minority leadership in Liverpool, where they have fallen our furiously with the Social Democrats and are fielding candidates against them. They could win control
of Cheltenham and with a lor of luck Chelmsford, Yeovil Wyre Forest and Worthing.

Another complicating factor in all this is that the last time elections were fought in this year's districts was in 1979 when polling was on general election day, the high turnout making comparisons this year

Tisk—Kirklees, Newcastle-upon-Tyne, North Tyne side, Wolver-hampton, Leeds and Bokon.

On the other hand any swing is simple: the way the voting against the Tories puts two of goes is very important indeed.

Lombard

Next wage round is crucial

By Samuel Brittan

THE WAGE round after the present one, that of 1983-84, will be crucial it will not only mediate outlook for infation and unemployment. More important: it will yield information on the underlying behaviour of the British economy. Previous reductions in wage infation occurred of a slower important to the productions in wage infation occurred of a slower in the productions in wage infation occurred of a slower in the productions in wage infation occurred of a slower in the productions in wage infation occurred of a slower in the productivity for the whole economy rises by just over a conomy rises by just over a productivity for the whole economy rises by just over a produc economy. Previous reductions in wage inflation occurred of a time of very heavy recession. The next wage round is likely to occur when growth is more normal, even though the absolute level of output and employment will still be low. So that round will shed light on the more usual behaviour of the economy.

So that round will shed light on the more usual behaviour of the present mound of the present in 1983-85, is not impossible, although I still hope in the present mound of 7 per cent to 1983-85.

Employment Department figures show the underlying level of earnings increase at level of earnings increase at around 7½ per cent compared with a year ago. But as the inflation rate is still falling, and some relatively low public sector settlements are now being fed into the indices, an estimate of 7 per cent for the 1982-83 wage round as a whole looks fairly plausible.

The pay round after that will start with the latest Inflation figures not far above 4 per cent. But the inflation rate is likely to be rising rather than falting in the course of that round—to 6 per cent according to the Treasury and to about 7 per cent according to many outside

Profits will also be rising—some estimates suggest by about 20 per cent in the course of this year. Employers' ability to pay will depend on the exact level of the exchange rate. Bul unless sterling recovers a great pressure on companies exposed to international competition than there was in 1982,

The main influence depressing wage settlements will be the high level of unemployment, But most studies suggest that wage increases depend on the rate of change of unemployment as well as on its level. At first glance this looks depressing too. A balance of 29 per cent of the respondents to the latest CBI Survey says that they stand to reduce their laborates. intend to reduce their labour force in the next few months.

slow down as economic recovery

gathers force. If output rises by 21 per cent per annum and productivity for the whole

the present round of 7 per cent is high by the standards of the U.S., Germany and Japan where pay tocreases are more like 4 to 5 per cent. Some official economists tend to set off the rate of productivity increaso against the growth of oarnings to give what they call o "core" rate of thilation. The core rate for Britain might then be about 5 per cent now with some danger of it rising next winter.

The most important implica-tions of the 1983-84 wage round wiit be for unemployment. The lowest rate of unemployment which can be durably achieved by conventional economic policy instruments is that rate at which inflation does not accelerate. (An unavoidable piece of shorthand for it is the NAIRU—the non-accelerating inflation rate of unemployment.)

If wages start to rise next winter it will not necessarily mean that the NAIRU rate is well above 3m. It might be due to the change in the demand for labour rather than its absolute levet, It will stilt, however, be a hint that the minimum rate of unemployment attainable with present policy Instruments cannot be too far policy of medium-term financial guidelines plus very gradualist legislation on the union front is not enough; and that something more radical, whether from the left, right, or centre will be required. On the other hand if wage increases continue to decelerate-and if any hulce On the other hand it is on to decelerate—and if any hulge the cards that the rate of is modest and temporary—increase of unemployment will there might be some hope for the present approach.

Letters to the Editor

Encouraging internal UK air services

Hoghton suggested that there is a "bias in ministerial and civil service thinking towards southern concentration." The facts simply do not support such

This Government has been committed to a policy of encourcommitted to a policy of encoursging the fullest use of regional
airports and, unlika its predecessors, has taken action to
fulfil this objective. In the
last full year of the Labour
Government (1978-79) total
capital expenditure authorised
at airports in England outside
the south east is estimated to the south east is estimated to have been just under £5m in the last financial year, under the present Government, 1982-83, the equivalent figure authorised was nearly £50m. Indeed, there is not an airport of any size in rhe north of England which has not had a major capital improvement scheme approved during our period in office.

This represents the largest programme of regional airport development to have been car-

From Mr J. Bourlet. Sir.—D. A. Robins (April 26), in discussing Japan's inter-

national economic relationships, uses the now familiar phrase That Japan should be

alerted to its responsibilities as

alerted to its responsibilities as a major trading nation."

This has two possible mean-ings. (1) that Japan should refrain from such practices as "dumping." should honour in-ternational trading agreements,

Japan's economic

relationships

services. Sir Bernard confuses the provision of airport facilities with the operation of regional air services. One does not neces-sarily lead to the other. The Government cannot compel air-

doing.

In the last four years, the Government has consistently favoured air services from regional airports. It has taken the intriative in Europe to liberalise inter-regional air services; scheduled airline passengers on certain services from the air-ports outside the London area; it has licensed BMA to compete with British Airways on the lair Sproat.

Secetary of State,

Department of Trade

Sir,—In his letter about developing northern airports (April 26) Sir Bernard de Hoghton suggested that there is a "bias in ministerial and suggested that there is a "bias in ministerial and suggested that there is a "bias in ministerial and suggested that there is a "bias in ministerial and suggested that these airports have ample capacity to meet the future growth in demand until the end of the decade and beyond. It is certainly not short-age of airport capacity that now inhibits the growth of regional suggested that these amples capacity to meet the future growth in demand until the end of the decade and beyond. It is certainly not short-age of airports have ample capacity to meet the future growth in demand until the end of the decade and beyond. It is certainly not short-age of airport capacity to meet the future growth in demand until the end of the decade and beyond. It is certainly not short-age of airport capacity to meet the future growth in demand until the end of the decade and beyond. It is certainly not short-age of airport capacity that now inhibits the growth in demand until the end of the decade and beyond. It is certainly not short-age of airport capacity that now inhibits the growth in demand until the end of the decade and beyond. It is certainly not short-age of airport capacity to meet the future growth in demand until the end of the e

Government cannot compel ar-lines to mount services where, in their commercial judgement, there is not sufficient demand to make them viable. What it can do is to create a climate in which it is easier for new car-riers to start up such services: that is exactly what I have been

From the Parliamentary Under Secetary of State,

Department of Trade

ried ont since the war and will shuttle routes from Glasgow and Edinburgh; and it has ample capacity to meet the issued permits for a range of

it has made it easier for charter

new international services. In tha first five months of this year alone, new air services will have been introduced from airports outside the south east of Oslo, Nice, Esberg, Dussellorf, Bahrain, Bangkok and Australia.

Finally, I must firmly deny the accusation that Manchester's development has been hindered by "official hostility, if not pro-crastination." Apart from the major capital investment pro-gramme, which has been approved in recent years, traffic at that airport has increased from 3.4m passengers in 1979, to 5.1m in 1982. This growth, I must remind Sir Bernard, has taken place during the depths of a world recession. I have no doubt that, with continued Government encouragement, the airport will continue to expand airport will continue to expand to meet future growth in demand for air travel in tho north of England, so as to fulfil its role in Government policy as a major international gateway airport outside the south east of England

Cost-cutting in Whitehall

From the Secretary, Council of Civil Service Unions.

piece on April 27 "Civil service to run own budgets," it seems reasonable to ask why if there is any truth in the allegation of scope for cost cutting in the Civil Service, this has sud-denly become an issue in the fifth year of the Government's term? Perhaps the answer lies in the fact that, in pursuing its obsession to cut staff at all costs (100,000 jobs wall have gons in the Civil Service by 1984), it has overlooked for four years the real answer to saving money: better management. With civil service managers sotally pre-occupied with the "numbers game," le, staff cuts regardless of consequences, it is littla wonder that they have had no time to consider alternative ways of controlling costs.

Sir,-With reference to your

While the civil service pay-bill has fallen by over £1bn during the last four years, other administrative costs seem to have risen alarmingly — why? There is a very simple concinsion to be drawn from this equation: arbitrary staff cuts equal inefficiency. We've been saying this for the past four Perhaps som years. Per listen now.

P. D. Jones. Si. Andrews House 40, Broadway, SW1.

A union-free

From Mr D. Stanley

ing about what should, or should not, be the deployments I wonder if the unions are purely political.

Sir,-I am a Transport and General Workers Union mem-ber. None of the membership has been asked by the union bosses if we wanted to ban the placement of nuclear waste in the sea. This just goes to prove how undemocratic the unions have become. My house and area are now a "union-free zone.

going to ban the dumping of coal ash from the coal fired stations as this contains an equivalent amount of alpha emitters. It is very clear to me that the unions have not done any research into the subject; this means that the ban is D. E. Stanley,

Tunstall, Woodbridge,

Glynwed's UK profits higher but a downturn overseas

Highlights from the statement of f to the shareholders of Gly

- UK's trading profits rose by £5 million to £17.682 million, much of this improvement due to severe rationalisation programme which began three years ago.
- Overseas trading profits halved. South African profits fell nearly 40%, whilst US companies suffered heavily from the depressed state of the American economy
- Programme of public works called for to help industry and the unemployed.
- Whilst UK profits should remain at least stable it is difficult to look for too much improvement in Group profits in 1983 unless the US and South African economies revive.

	Glynwed
_	The state of the s
	International

Financial Highlights £'000	1982	1981
Turnover	444,301	368,057
Trading profit	23,751	24,779
Group profit before taxation	13,733	19,232
Group profit attributable to ordinary shareholders	7,281	12,096
Ordinary dividends	6,153	4,799
Group profit retained	1,128	7,297
Operating assets employed	201,436	168,139
Earnings per ordinary share - net basis - nil distribution basis	14.58p 19.49p	18.53p 20.62p
Dividends per ordinary share	7.35p	7.35p

Please send me ecopy of t	_	
Name		
Address		
		 F

and should ensure that, her overall international payments account, which includes both applies. James Y. Bouriet. current and capital transactions should be neither in surplus nor deficit taking "one year with another." (2) that trade protection is being demanded by certain producer interests in

Europe against Jopanese legi-

timate competition but the euphemism "responsibility" is From the Chairman, British Legal Association preferred to the word "protec-

Now the world cumulative current account surplus between 1974 and 1983 of \$18bn of Japan to which the letter refers has been totally offset by capital investments and leave by Japan at the time of the Payel Com-Now the world cumulative to which the letter refers has been totally offset by capital investments and loans by Japan overseas (a record remarkably parallel to Britsin's over the same named and to british and to be solicitors, resisted suggestions of the Royal Comparable to Britsin's over the same of a salaried legal same and to be a second rank.

And now America wants to build more pieces on to beard. Against the rules! Or the Soviets to move all their pawns back to the second rank. Highly unlikely! same period) and in any case service. If Ministers attempt to D. Humphreys. Same period) and in any case service. If Ministers attempt to D. Humphreys. this total is the addition of muzile CAB volunteer helpers, 83, Trelowaren Sireet, caratte rather than even cur-

rent balance deficits: pluses: — (Bank of figures). 1976 10,918 16,534 1978 1980 1981 -10.748Since this is, in effect acknow-

ledged and the need to recognise both "invisibles" and the "multi-lateral trading picture" occepted, one can only assume that meaning number two

Faculty of Commerce. 15-45 Mita 2-Chome Minato-Ku, Tokyo 108.

Muzzling volunteer

Sir.-The Government's atti-

(Bank of Japan respect of solicitors charged with defending the interests of their clients. Of course CAB workers should not, if they do, engage in party politics while waring their CAB hats but was there any evidence to justify Dr Vaughan's witchhunt? Stanley Best 116, London Road, Southborough, Tunbridge Wells, Kent.

Deployment of missiles

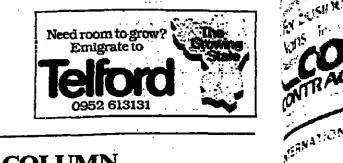
From Mr D. Humphreys
Sir.—Behind all the politicians rhetoric on the deployment of intermediate nuclear missiles in Europe is the simple, and frightening fact that we have been completely out-chessed by the Soviet Union.

While America was pontificat.

of the queens and rooks, the Soviets have been quietly moving their pawns—tha SS20 missiles—so as to completely box we European knights m! And now America wants to

FINANCIAL TIMES

Tuesday May 3 1983



CHEMICALS GROUP SEES UPWARD TREND DESPITE FIRST-QUARTER SETBACK

Hoechst confident of recovery

BY JOHN DAVIES IN FRANKFURT

HOECHST, the West German chemicals group, sees signs of continuing recovery in its performance after serious setbacks in the past

Although first-quarter results are down on those of the same period last year, the company sees them as confirming an upward trend from the trough of last autumn.

Hoechst's experience appears to be in line with the general view of the West German chemical industry, which has lately noted an end to the decline in some export mar-kets and a slight boost in domestic demand, particularly from the building trade and motor-vehicle in-

dustry.
With Bayer and BASF, the other hig West German chemicals companies. Hoechst bas already announced lower profits and a cut in the dividend for last year. Professor Rolf Sammet, the chief

Du Pont

from the

recession'

FIRST-quarter earnings of Du

Pont, the giant U.S. chemicals

group, fell from \$250m to \$203m - a

level broadly in line with the final three months of 1982. Mr Edward

Jefferson, the chairman, said that

"for Du Pont, the recession touched

bottom in December and January."

the worst recession since World

War Two," he added.

"We are finally emerging from

Chemicals, fibres, plastics and

speciality product husinesses had

all shown a steady improvement in

demand since early Fehruary, Mr Jefferson said. Earnings in these

businesses had also benefited from

cost reductions and improved effi-

After tax operating income on

these activities was 4 per cent be-

low the level in the first quarter of

1982, but nearly 5 per cent ahead of the fourth-quarter outcome. Some

segments did a lot better than that: income from the fibres and polymer

groups recovered by 60 per cent

from 1982's depressed first quarter.

sumer products and from agricultu-

ued to be held back by low operat-

Earnings on the energy side,

autumn of 1981, were sharply lower as a result of falling crude-oil and

refined-product prices. On a com-

parable basis, energy earnings were down by 33 per cent in the

But Mr Jefferson said the group believed that oil prices had stabi-

lised, and that margins on the downstream products were likely to

improve. The outlook for the coal

Du Pont's first-quarter figures

have been favourably affected by exchange gains of \$41m compared with only \$3m a year earlier. How-

ever, this has been offset by the ad-

verse impact on earnings of the

Ford pulls out

of plant sale

Continued from Page 1

never disclosed, Nippon Kokan was thought to be seeking substantial concessions from the United Auto

Workers union, which represents

employees at the plant, before it would go through with the pur-

The Rouge plant, one of Ameri-

ca's ten largest steel maker's, is part of Ford's giant River Rouge fa-

cility at Dearborn, Michigan, developed in the 1920s as an integrated

manufacturing complex. Recently, however, only about a quarter of

the steel output has gone to Ford.

The Rouge plant is in need of sub-

World Weather

business remained poor.

strength in the dollar.

ing rates.

Earnings from industrial and con-

'emerging

quarter was DM 8.85bn (\$3.6hn), lisation into which the company down a marginal 0.9 per cent on the same period a year ago.

lisation into which the company to adapt plastics capacity to demand, rather than keep operations going through direct or indirect

Parent-company revenue was down 28 per cent at DM 3.18bn. In a result typical of the industry, however, that result was made up of a 1.9 per cent increase in sales in West Germany and a 6.6 per cent drop in export revenue from the export boom period of a year earlier. Professor Sammet said the parent company's pre-tax profits in the first quarter were DM 196m, down

3.4 per cent on a year ago. He said profits were still unsatisfactory, but the company neverthe-less hoped that this year would turn out to be better than last year.

As another indication of the trend, he pointed out that the parent company's overall utilisation of capacity in the first quarter was 75 per cent. While this was slightly below the 77.5 per cent capacity utilisation a year ago, it was a marked

Professor Sammet said that some foreign subsidiaries had detected a distinct turn for the better in the first few months of this year. There were high hopes in the U.S. that the long awaited upswing had set in.

In West Germany, Hoechst noted an uplift in a number of markets, although Professor Sammet described the recovery as a "delicate flower" which he hoped would not wilt under the pressure of weak ex-

Professor Sammet said Hoechst still faced difficult problems with organic chemicals and plastics. Despite a reduction in capacity, the group had lost DM 220m in its plas-tics operations worldwide last year,

As other German chemical groups have made clear, he said ha believed that European manufacment on the 67 per cent uti- turers should make further efforts state support

Another loss-making area for Hoechst last year was the Berger paint group, mainly because of the difficult situation in the British

On the other hand, Hoechst group revenue had been boosted last year by pharmaceuticals, dyes, inorganic chemicals and informa-tion technology.

group's pre-tax profit worldwide last year was DM 1.07bn down 8.2 per cent. 1t had already announced thet parent-company pre-tax profit fell 5.4 per cent to DM 679m and that the dividend would be cut from DM 7 to DM 5.50 per DM 50 share.

After taxes, the group reported a worldwide surplus of DM 317m, 25.6 per cent lower than in 1981. The parent company's surplus after taxes fell 17.9 per cent to DM 289m.

Missing investment manager 'will not return to Britain'

BY CLIVE WOLMAN IN LONDON MR KEITH HUNT, a British invest-

speculator who disappeared nearly three weeks ago, leaving debts of about £18m (\$28m), telephoned his offices last Wednesday to say that

Mr Hunt spoke to staff working for his commodities betting company The Futures Index, less than 24 ours before a team of investigators from accountants Thomson McLintock took over his offices in Warwick and Learnington Spa. The investigators had been appointed by the High Court in London,

Account executives in Mr Hunt's company Exchange Securities and Commodities, which faces liquidation together with five other Hunt companies, estimate that his 2,000 clients invested about £13m in the

The profits that Mr Hunt claimed to be making, which average 88 per cent per year since 1978, would add ately another £5m. In the ast eight months the funds placed under Mr Hunt's management more than doubled.

Since last autumn, if not before, none of Mr Hunt's staff or clients saw any of the contract notes showing that he had carried out the transactions on the futures markets which Du Pont acquired through its \$7.8hn acquisition of Conoco in the

Mr Hunt disappeared after he was unable to produce the notes for Department of Trade officials who visited his offices three weeks ago. One of his oldest clients from ing office where you'd see contract

Visa Energy

reports \$4.4m

loss for 1982

notes lying around and hear conver-sations with dealers."

Mr Hunt's research staff confirmed over the weekend that, since Christmas, he had lost his appetite offices last Wednesday to say the would not be coming back. He said he had abondoned his Merand securities stretching back for and securities stretching back for 40 years. Mr Hunt claimed that his statistical techniques for analysing past price movements allowed him to make accurate forecasts in some situations. Mr Hunt's last client statement

for the three months to March show net profits of 12 per cent, a relatively modest amount by his standards. It has now emerged that the record of profits and losses on his transactions, as detailed in his client statements, were merely dictated by him to his accounting staff. There was no independent checking by anyone

On the afternoon of April 14, the day after Mr Hunt's disappearance, his auditors, Chadwick and Company of Manchester, sent an emergen-cy telex to several of the large com-modity broking firms. They asked for details of any positions in the market he had recently taken and requested a reply within 30 mi-

Just over two weeks before Mr Hunt left he held a meeting in Waran elderly Polish ex-officer living in larly to lay off the bets placed with Oman, who had placed with Mr him on price movements in futures Hunt about £1m on his own and his markets and other indices. This

One of his oldest clients from Manchester said yesterday: "It was not like a normal commodity brokuntil the client, who began investing last off procedure was hardly ever used. This was despite the dangers of betting against professional specuhis warnings.

 Writs were issued last Wednesday against Mr Hunt and 20 of his lly-owned companies on behalf of the six companies which face compulsory winding up. Many of these were obscure dealing companies. Mr Hunt used them to trade in the futures markets to prevent other dealers following him and distorting prices.

"I have created an entire anonymous facade," he said in an interview a month ago.

One of the companies, Revdoc Investments, was named after a neighbour of his, the Rev Dr G. Cope, who had raised objections to a planning application by Mr Hunt. Copwitham Properties was another Hunt company with a name of simi-lar origin. Mr Hunt also used to trade under a pseudonym, Oswald Dee, the name of a toy gollywog used as his companies' mascot.

The most profitable of his compa nies appears to have been The Futures Index. The provisional accounts for the year to March 31 show pre-tax profits of £1.1m. But the balance sheet shows debts of £337,000 to Exchange Securities and Commodities, the company in which most clients had invested their money. The Futures Index

was a recipient of last week's writ. In the first year after the company's formation, Mr Hunt used reguchildren's behalf. was done by opening positions in Mr Hunt warned the client that he should not keep so much money in a high-risk investment fund. But has confirmed, the standard laying-

Turkey near balance on payments - OECD

By Our New York Staff

VISA ENERGY Corporation, a Denver-hased energy group that is cur-rently discussing a deht-restructur-ing arrangement with Barclays Bank International, yesterday re-ported a \$4.4m loss for 1982 and said its auditors had given a quali-fied opinion on its 1982 financial statements. The 1982 results, on revenues of

\$I1.8m, refer only to the last nine months from April 1 when Visa Energy began operations in its current corporate form. Year-earlier results are not available.

The oil and gas company said its auditors cited uncertainty over Visa Energy's ability to realise the book value of the oil and gas properties stated in its financial reports and over its ability to continue as a gong concern if it did not reach a debt-restructuring agreement with BBI, its main lender.

Visa Energy said it was discuss ing restructuring its total debt obligation, about \$49.5m.

ibrium m 1983, although high real interest rates and rising unemploy-ment continue to pose problems for the country's economy, the Organi-sation for Economic Co-operation and Development (OECD) says in a report published today. Terms of trade will improve for

the first time since 1977, with 1983 export growth likely to be almost double that for imports, the OECD said in its annual review of Turkey's economy.

But Turkey's past practice of pur-chasing oil on long-term contracts or through barter deals means it will benefit less than other OECD countries from the drop in world oil

bank confidence in a country that deficit in 1981, the OECD said.

four years ago was lumped with na-

PARIS - Turkey's balance of pay-ments is expected to be near equi-1980.

Central hank officials said in March that the country had agreed terms with the International Mone-tary Fund (IMF) for a one-year standby credit to replace a three-year, \$1.8hn loan that expires in June. Informed sources said Turkey was seeking \$300m to \$400m but of-

ficials gave no details.

The OECD report said: "In 1982, while OECD area gross national product (GNP) stagnated and the halance of payments of many countries became a major concern for policy, GNP in Turkey increased by 4 per cent and the current external deficit was substantially reduced."
Turkey's GNP in 1983 will grow

prices, the organisation said.

Bank financing and mediumterm loans are likely to increase in

1983, reflecting rising international

\$149m surphs in 1982 and a \$1.2bn

four years ago was lumped with nations such as Zaïre as the world's \$6.7bn from \$5.7bn in 1982 and immost serious "deht risks."

Turkey was forced to reschedule \$9.3bn from \$8.7bn.

Reuter

World reflation urged

Continued from Page 1

ministers in Paris next week for discussions on the world economy at the Organisation for Economic Co-operation and Development (OECD) ministerial meetings.

changed, and in its paper for tomor-row's meeting in London, the CBI only 2½ per cent. For the whole of says that is not enough.

Says that is not enough.

On the other hand, it takes a cautious view of the scope available for expansionary policies without the risk of rekindling inflation. It says a target of 5 per cent annual growth for the world economy, the average

achieved between 1948 and 1973 -would be too high in present circumstances. In support of its policy of cautious

(OECD) ministerial meetings.

The OECD is predicting growth of 2 to 3 per cent a year for the world's seven leading industrial countries world economy if policies are unit the six months to February was

Reagan's policies gain support

By Reginald Dale in Washington WHILE the Democratic onslaught on President Ronald Reagan's con-troversial Central American policies continued unabated, an opinion poll published yesterday suggested that his strategy might be gaining ground in the eyes of the general public.

A Newsweek magazine poll taken after Mr Reegan's appeal for hipar-tisan support to both houses of Congress on Wednesday night showed that 44 per cent of Americans approved of his handling of El Salva-dor, compared with only 33 per cent just over a year ago and 43 per cent in March 1981. Those disapproving of his policy have fallen to 42 per cent, from 49 per cent in February

The latest poll showed, however that although 44 per cent thought that Washington should help the El Salvador government, 47 per cent said the U.S. should "stay complete-ly out" of the country. Two thirds, nevertheless, favoured continuing economic aid, while support for providing military supplies and advis-ers mounted sharply compared with last year. Only 10 per cent said that U.S. troops should be sent to El

The increased public backing for Mr Reagan's Central American pol-icy coincided with a significant upswing in the overal approvall rating of his performance as President from 42 per cent just over two months ago to 47 per cent in the lat-

Mr Reagan fuelled continuing peculation that he wants to run again in 1984 by telling a fund-rais-lng dinner in Texas at the weekend that he would like Vice-President George Bush again to be his run-ning-mate if he decides to do so. Mr Reagan's right-wing supporters have been trying to ease the "mod-erate" Mr Bush off the ticket, but a final announcement on Mr Reagan's plans is not expected until

Meanwhile, leading Democrats have kept hammering away at Mr Reagan's Central American policies. They continued to emphasis the need for a negotiated solution involving all parties to the mount-ing conflict in the region, and stressed that further U.S. aid to El Salvador should be contingent on economic and human rights reforms to gain the popular support necessary for the Government's

All six declared candidates for next year's Democratic presidential nomination have now publicly criticised what they regard as Mr Rea gan's excessively "militaristic" ap proach since his nationally tele vised address to Congress. Former astronaut Senator John Glenn of Ohio has delivered the strongest at-Chio has delivered the strongest at-tack, accusing Mr Reagan of mis-leading the public about the situa-tion in El Salvador.

Former Vice-President Walter Mondale, the current Democratic

front-runner, said that Mr Reagan's speech could be viewed with bope only if it represented "a fundamen-tal change in policy," which he doubted. If Mr Reagan did not change his strategy, the situation in El Salvador could only "get worse and worse," he said.

\$200m U.S. placement for BNP

By Mary Ann Sieghart in Londor SALOMON BROTHERS has ar ranged a \$200m private placement in the U.S. for Banque Nationale de Paris (BNP), following its recent success in placing \$150m for the

Kingdom of Denmark,
Salomon used a hybrid instrument for both placings, which it pioneered a few months ago - a float-ing-rate note based not on U.S. Treasury Bill rates, but on the London interbank offered rate (Libor). Since the U.S. "thrift" institution

opened their new "money market accounts" - which are interest-bear-ing current accounts - last Decem-ber, around \$30bn has been received in deposits. As a result, the institutions need floating-rate assets to cover these liabilities. Domestic "floaters" have risen in price and now yield a very small spread over U.S. Treasury Bill ranges, which, in any case, tend to be more volatile than Libor. So there is unsatisfied demand for reasonably stable floating-rate notes in the U.S.

market. BNP's floater has a life of seven years, and carries a coupon of 1/4 point over three months' Libor. The price, however, is negotiable, and most of the notes have been sold at small discounts to par. Denmark's issue paid ½ point over Libor, but was sold at par.

It is expected that more Liborbased U.S. floaters will be launched

THE LEX COLUMN

VW's investment switchback

Nothing could illustrate the oom-or-bust nature of the motor adustry better than the fortunes of he Volkswagen Group over the last ten years. Since the dark days of 1974, when it was forced to drop its dividend, VW bas recovered to go through the whole cycle of runaway success and relative decline. Last week, the dividend went again.

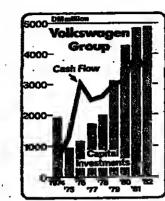
The decision followed the an-nouncement of a DM 300m net consolidated loss for the year to De-cember, the first deficit since the group ran up a DM 960m aggregate loss in 1974-75. The result reflected a grim series of catastrophes in its American markets. Sales in the U.S. dropped by almost a third, both Mexico and Argentina ran deep into the red, and the group was forced to emhark on a further round of heavy write-offs – around DM 350m in the U.S. and DM 100m each in Brazil and Argentina.

VWs highly conservative provi-sioning policy for these problem areas mean that the net loss figure can be taken with a pinch of salt. Indeed, German analysts calculate underlying net profits (before extraordinaries) last year at around DM 1.50 a share, or DM 36m, a figure which VW itself vehemently rejects as irrelevant on the grounds that extraordinary items reflect a true cost and that it does not operate on a formal system of replacement ac-

counting.

But whatever the wrangling over the profit-and-loss account, VW has clearly faced a heavy cash outflow over the last three years. The critical change came at the beginning of 1979, when the group was still earn-ing excellent profits but was mov-ing into another of the periodic remodelling cycles which send shudders through motor company shareholders. This time round there has been none of the panic which characterised the frantic cramble to replace the Beetle. But the stakes have been just about as high: the effectiveness of this new production investment aimed at more flexibility, lower costs, and longer-life plants, will be a key competitive factor over the next decade.

Volkswagen has been unable to



finance all of this from its own ongoing operational resources, parti-cularly after the disastrous diversification into the Triumph-Adler office equipment company added a further strain on its funds. Between 1978 and 1980, group fixed capital expenditure took a dramatic leap from less than DM 2bn a year to well over DM 4bn. Cash flow has rapidly slipped to well short of that, leading to an underlying outflow of roughly DM Ihn a year from 1980 to 1982. While disposals and tighter stock controls have both yielded funds - around DM 500m and DM 300m respectively in 1982 - the dif-ference has been largely made up by plundering the cash board. Lid resources stood at almost DM Ton three years ago. At the last balance sheet date, they were down to

run with its retooling programme, the peak should now have passed, with the launch of the replacement Golf, due later this year. Even so, hanging over this enticing picture spending remains high, and there is the problems of the U.S. operations, likely to be yet another sizeable where the recent sale of VWs outflow as profits continue to be planned new assembly plant is an squeezed in overseas markets.

natural process for an industrial market. A new product strategy is company that prefers not to play hanker. Its concern over the bal-shareholders will be looking keenly ance sheet lies much more in the at the U.S. before deciding whether structure of its debt, which moved VW is beading for another period sharply towards short-term borrow-ings during 1982. It says a lot for cash roll in.

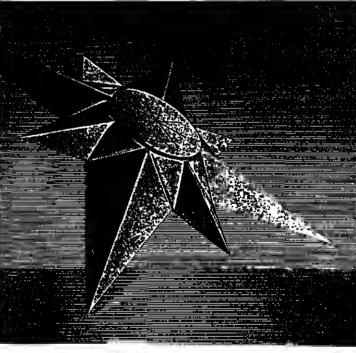
VW's financial stability that even after this growth, all but DM 600m of its variable-rate bank liabilities were covered by cash. But the com-pany would still like to move back towards more permanent long-term finance. Its target is to achieve two main ratios – the ample coverage of fixed assets by long-term liabilities; and the maintenance of equity at about 25 per cent of total group liabilities, including its massive pension commitments.

The asset cover ratio has already been improved with by the recent flotation of a DM 200m 7% per cent Eurobond which has brought fixed assets and long-term liabilities pret-ty much into balance. Even so. VW is aiming for another 10 per cent cover at group level, raising the question of whether it will opt for more deht or equity. The present dividend policy clearly points away from a rights issue at the moment, and the equity ratio is currently only slightly under target. But with profits recovery tentatively pen-cilled in for 1984, the market is scenting a resumption of dividends next year and a swift rights issue to plug the cash drain.

With luck, the equity base should by then be recovering under its own steam anyhow, as it did after the new model launches in the mid-1970s: in that period, VW's group re-serves leapt from a low point of DM 2hn in 1975 to DM 4.8bn in five

After its recent drastic surgery M 4bn. and the strengthening of the Euro-While VW still has some way to pean dealer network, VW ought now to be well geared to the market uptura expected over the next 18 months. Yet there is one big query Implicit admission that something The group argues that dipping into its cash balances is a perfectly natural process for an industrial

Only someone on the right course can help you with yours.



A universal bank has the right instruments to determine your exact position and help plot the best course to your goal. The coordinates of our branch system dot the globe.

Among our comprehensive services are time and notice deposits in all major currencies, short, medium and long-term loans (overdrafts, straight and roll-over loans, acceptance credits in £-stg, US \$, DM and other Eurocurrencies with special emphasis on trade finance and forfaiting), placement and

trading in foreign securities such as Eurobonds, convertibles etc., foreign exchange, and international portfolio management. Whenever and wherever you

encounter problems with complicated international financing. contact the Deutsche Bank. We'll put your business on a

proper course. Deutsche Bank AG London Branch 6 Bishopsgate, PO. Box 441 London EC2P 2 AT Tal.: 2834600

Deutsche Bank A century of universal banking





SECTION II - COMPANIES AND MARKETS FINANCIALTIMES

Tuesday May 3 1983

CANNING CHEMICALS METALS ELECTRONICS

See what Canning can do. W Canning Group, 133 Gt. Hampton St., Birmir gham 818 6AS, Telephona 921-236 8621.

INTERNATIONAL CREDITS

Colombia takes new project loan route

BY PETER MONTAGNON IN LONDON

COLOMBIA is in a bind. Bypassed lending climate, as well as the type of project that can readily attract fiby the debt crisis in the rest of Latin America, its external finances have remained extremely sound; yet generally poor conditions in the syndicated loan market have made it extremely hard for Colombia to borrow money from international banks. payback are not necessarily as easy to finance in 1983 as they were m the days when the loan market was

in the state of th

displaying

in make

Committee for habita

and I sker

de est per

Part of the The State i i the ca nation (e.

on tracking country (

And the second · 9 di 2 the late of \$2

ared Blow it has per-I diam.

ini Greci i

Secretary of e iv di 💥 11.01 565 is ordinal

2 % 17<u>2</u>

OF A WAY

. 107

5 1 1 2 2 2 200

ourse

An attempt by the Government earlier this year to raise a \$80m loan did not meet with a single bid from the banking community.

Elsewhere in Latin America, Brazil has so far met with little success in increasing interbank deposit lines to branches of its banks

This seems strange for a country with a debt service ratio of only 15 with a debt service ratio of only 15
per cent and stated reserves of
\$4.5bn, almost half its total foreign
debt of \$9.9bn. In fact it is simply a
mark of the profound distaste now
being shown by international banks
for leave that represent once help for loans that represent pure bal-ance of payments finance.

To get round this problem, Col- sis on the interbank market. ombia appears to be adopting a route that may increasingly typify banking business with the developing world. It is planning the financiate of interbank deposits. This ising of a major project which will require both export credits and accompanying Eurocurrency finance.

sue is expected to be discussed by a new meeting of leading bank creditors in about a week's time.

At stake are contracts to build the proposed \$650m subway system in the provincial city of Medellin. Bidmeeting in New York amid hopes of At stake are contracts to build the ding for the project is still at an ear- being able to work out more acculy stage, but already some banks rately how much of the country's are showing an interest in arrangdebt will need to be rescheduled. ing the finance.

Not only are such project loans some \$10bn, but it is believed that less risky than balance of payments Venezuela may have leeway to reless risky than balance of payments finance, they are also attractive to banks seeking to cement relationships with corporations in supplier countries.

Earlier this month Colombia signed a \$100m British export credit line assembled by Lloyds, Barclays and National Westminster for its coal concern Carbocol.

Venezuela may have leeway to repay at least some of its debt this year. Rescheduling talks are still dogged by uncertainty over the country's willingness to adopt a conditional International Monetary Fund stability programme.

In Europe, banks are still awaiting a mandate from Spain for its fortherming \$500m are distributed by Porce pay at least some of its debt this year. Rescheduling talks are still dogged by uncertainty over the country's willingness to adopt a conditional International Monetary Fund stability programme.

its coal concern Carbocol Its efforts to satisfy foreign bor-rowing needs with export and pro-mandate for its \$300m loan. Togethrowing needs with export and pro-ject finance are, however, likely to be closely watched in the interna-from the Bank for International tional banking community, it is Settlements, this should put its fi-keen to gauge the scope of such business in a generally restrictive time being. be closely watched in the interna-

ian debt rescue package may have

to be adjusted to place less empha-

Estimates have put the amount at

In Europe, banks are still await-ing a mandate from Spain for its forthcoming \$500m credit, but Por-

Euro-borrowers ride high on equity market boom

BY MARY ANN SIEGHART

EUROBONDS

NOTHING excites in to that which generate no foreign currency

Of th in increasing interbank deposit hours lines to branches of its banks Each

sue. The bond with its warrants traded as high as 107 at the beginning of the week, before falling back to par as the price of Seagram stock fell.

share at SwFr 2.200, a premium of about 9 per cent over Thursday's share price. The bond followed Degussa's example, climbing to over 110 in the pre-market.

Hot on the heels of Credit Suisse

By Thursday, the borrowers had 6 month Engo chargency interest rates

CURRENT INTERNATIONAL BOND ISSUES

came Deutsche Bank on Friday, which launched two simultaneous deals in the dollar and the D-Mark Hot on the heels of Credit Suisse markets. Both were equity-linked, DM 347, the warrant exercise price get away with a coupon of around

sults. The interesting feature of all

allowing bolders to buy Deutsche
Bank shares at DM 335 each.

cent over the current share price.

For example, Credit Suisse, on a

eight year \$400m bond carried a 6%

per ceot coupon at par and the DM 240 issue paid only 3% per cent at

The dollar issue followed Credit

Suisse's example, reaching a price of around 115 on Friday.

The process by which dealers

reach pre-market prices on bonds

such as these is a complicated one,

but seems to produce consistent re-

discount to the share price - was that the gross cost to the bondhold er of exercising the warrant came to a premium of between 30-40 per

With a share price on Friday of straight dollar bond, could probably dary market closed unchanged on

represented a saving of DM 12. The eight year \$400m bond carried a 6% the 7 per cent bonds, stripped of their warrants, would have to trade

at around 85. As the bonds, cum-warrants, were trading on Friday at 110, the warrant element is therefore 25 per cent, or \$250 worth of a \$1000 bond.

Added to this \$250 for the package of 10 warrants is the premium payable over the share price. When the bonds were launched on Thursday, the price of Credit Suisse shares was SwFr 2020, while the

warrant was swfr 2020, while the warrants was set at a premium or a discount to the share price. Buoyed up by lower Eurodollar deposit rates and a reasonably strong New York market, the Euro-dollar secondary market gained over a point during the week.

In Europe, however, the secon-

March 1983

THE STORES INVESTORS AND	got into full swing. The long-await-	о шонги ваг	J cultione,	
moment than the chance to money on the "raging buil" markets. Last week, the Eurobond market rose superbly t challenge. Six equity-linked were issued out of a total of a issues. The series of the se	get Degussa issue finally arrived – a \$50m, 10-year bond with a coupon of 8% per cent at par, led by Dresdner Bank. Each bond carried two warrants to buy a total of four Degussa shares at DM 320 each – only just below the share price of that day. The issue soared in the pre-market, reaching levels as high as 124 at times. Credit Suisse followed suit on the same day with a \$100m, seven-year, 7 per cent bond, priced at par and led by Credit Suisse-First Boston. Attached to each bond were 10 warrants to buy one Credit Suisse share at SwFr 2,200, a premium of	92. DOLLAR 9. DOLLAR 1983	D-MARK 514 NEW 1983	SWISS FRANC
ver the price at the time of is-	Share at Swrr Azoo, a premium of			

	Amount	Maturity	As. Etc years	Совром	Price	Lead Manager	Offer yield No	Borrowers	Amount m.	Materity	Av. life years	Coupen	Price	Lead Menager	Offer yacks
Borrowers		medity	7-20		_			SWISS FRANCS	80	1988	_	35/4	100	382	3.625
H.S. DOLLARS		1998	15	51/2	198	Mocmura Intl.	5.500	Old Electric "52	100	1993	_	5Vz	190	SEC	6.500
Minebes 51	89 100	1998	15	51/2	•	Daires	•	Japan Devt. Bank I	25	1988	_	6	100	CS	6.900
Mitsubishi Electric S	125	1993	18	7"	188	Wood Gundy, Goldman Suchs,	100	Toyo Seitan " I	100	1993	_	5Ws	100	23	5.625
Seegram §¶‡	120	1333				Mgn. Grenfell, Sal. Bros.	7.860	Akso ‡	88	1993	_	51/2	188	Paribas (Suisse)	6.500
	400	2003	20	11%	991/2	Goldman Sucks, Lehmon Bres.,		tretand 1	100	1994	_	51/2	10014	Socktic	5.469
Barcleys Bank 111	-100	2003				Sal. Bros.	11.651	AFIBC Í World Bank Í	100	1993	_	55-0	190	CS	5.625
	100	1990	7	11	186	Sal, Bros., Nippen Credit Inti.			29	1988	_	0%e	100	Handelsbank	6.125
lippon Credit Bk. ‡	100	1334	•	••		CSFB	11,000	Auchi Sharyo	50	1988	_	0	100	SBC	6.000
		1993	10	5440	180	IBL Credit Lyonnais, Orion Royal	-	Alos Electric	15	1988	_	61/8	100	Bque. Morgan Grenfell en Suisse	6, 125
Bk. of Communications (Taiwan) 1‡	40 60	1981	0	111/2	100	Drign Royal	11,500	Nasho Corpn. "	200	1988	_	31/2	1D0	CS	3.500
ABICA Seti. ‡	50	1953	19	1174	188	SG Washurg, Goldman Sacks	11.250	Sharp Corps, "5‡	50	1988	_	31/2	108	SBC	
Den nerske Credithk. ‡	300	1991		51/400	100	Credit Lyonnais, Marrill Lyock,		Taumera Juntendo * * 5	188	1991	_	•	•	SBC	6,800
Credit Lyennais †¶‡	300	1331	•	3740	,	Sal. Bros., CSF	_	Sumitomo Metal	100	133.					
	200	1983	10	18%	991/2	Doutsche Bk., BNP, SBCI	10.834								
EUB‡	298	1980	70	7	180	CSFB	7.000	STERLING							12.031
Credit Suisse 5 ¶‡	100	1958	íE.	•	189	Moments led.	6,500	New Zealand ‡	198	2008	25	114	93,89	SG Warburg	12.931
Secon 5	48	1988	15 10	81/4	100	Breadner Bank	8.250	MESS TOWNSHITT +							
Begusse 57‡	50		10	51/4	100	Deutsche Bank	6.250								
Deutsche Bank 5 % ‡	100	1991	15	374	188	Morgan Granfell	•	GUOLDERS				83/4		ABN, Amro Bank	
Yankee Gil & Gas S	15	1998	15		100	Bulgat Comm		EEC	200	1993	10	B-7/4		ADR. ADRU DELL	
CANADIAN DOLLARS							11.750	ECUs							
B. C. Munic. Fin. Athy!	25	1993	6.32	1134	190	CCF, Domin, Sees.	11,875		40	1998	15	111/2	•	Kradiethank Ind., BBL,	
Charbonneges de France ‡	48	1995	12	113/4	100	CCF, CIBC	11,613	· Litteringes services obly						Soc. Gen. de Boue.	
CENTRAL OF LESS +					_										
B-MARKS						Deutsche Bank	7,500	YEN				81/2	100	IBJ Tokyo	8,500
EB ‡	290	1993	18	71/2	108	Deutsche Bank	8.250	CEPME **!	Star	1993	9		99.85	Dainer Secs.	8.181
Malaysia ‡	100	1998	7	874	188	Destrohe Bank	3,750		15ha	1995	10,32		33.03		
Dentsche Bank "II	240	1991	*	374	108				H.C. C.	wities	and Exch	engê	Commission.	Note: Yields are calculated on	AIBO basis
" Not yet priced. # Final tores	44.0	focusint.	+	rate mote.	ØMin	saum, · § Convertible. ¶ Wi	th Westrants	th Registered with	U.S. Sec	desired?	DESIGN LAND	and the			

NEW ISSUE

These securities have been sold, this announcement appears as a matter of record only

APRIL, 1983

U.S. \$100,000,900

The Industrial Bank of Japan Finance Company N.V.

10% per cent. Guaranteed Notes Due 1988

Unconditionally guaranteed as to payment of principal and interest by

The Industrial Bank of Japan, Limited (Kabushiki Kaisha Nippon Kogyo Ginko)

Issue Price 100 per cent.

IBJ International Limited

S. G. Warburg & Co. Ltd.

Morgan Stanley International

Chase Manhattan Capital Markets Group

Credit Suisse First Boston Limited

Deutsche Bank Aktiengesellschaft

Dillon, Read Overseas Corporation

Lloyds Bank International Limited

Manufacturers Hanover Limited

Merrill Lynch International & Co.

J. Henry Schroder Wagg & Co. Limited

Samuel Montagu & Co. Limited

Salomon Brothers International

Morgan Guaranty Ltd

Société Générale

All these Bonds having been sold, this announcement appears as a matter of record only.

G.O. INTERNATIONAL B.V.

Haarlemmermeer, Netherlands

Swiss Francs 50 000 000

63/4% Bonds 1983-1989/91

GÉNÉRALE OCCIDENTALE

Paris, France

SODITIC S.A.

Bank Heusser & Cie AG

American Express Bank (Switzerland) AG Banco Exterior (Suiza) S.A. Bank Leumi-Le Israel (Schweiz) Banque Bruxelles Lambert (Suisse) S.A.

Banque de Participations et de Placements S.A. **CIBC Finenz AG**

Compagnie de Banque et d'Investissements, CBI Inter Maritime Bank

LTCB (Schweiz) AG Privat Kredit Bank

S. G. Warburg Bank AG

CRÉDIT LYONNAIS FINANZ AG ZURICH

Banque indosuez, Succursales de Suisse

Banca Unione di Credito Bank für Kredit und Aussenhandel AG Bank Kuenzier AG

Bank Schoop Reiff & Co. AG Banque de Dépôts et de Gestion Banque Scandinave en Suisse

Citicorp Bank (Switzerland) Dal-Ichi Kangyo Bank (Schweiz) AG

Kleinwort, Benson (Geneva) S.A.

Nippon Kangyo Kakumaru (Switzerland) S.A.

Société Générale Alsacienne de Banque

EUROMARKETS

Swiss lenders soak up Japanese convertibles

BY ADRIAN DICKS IN LONDON

YOU DON'T have to be Japanese to borrow money in Zurich these days, Swiss bankers insist. But in the absence of the U.S. and European corporate names which the market might in theory prefer, investors have been snapping up tha Swiss franc paper issued by Japanese companies of whose activities, and even names, they would probably have been totally unaware only a few months ago.

More than once during the past couple of years, Japanese borrow-ers have earned the reputation in the Euromarkets of pushing a good opportunity too far. In the Swiss franc foreign bond sector, bankers agree with the benefit of hindsight that the point of saturation for straight issues was reached soon after the turn of tha year.

Instead, Swiss investor interest has shifted massively to convertible issues by Japanese corporate borrowers. On the back of the buoyan-

cy of the Tokyo stock market, the Swiss banks appear to have bad no difficulty in placing upwards of 25 such issues so far this year (or nearly half of the total number of Swiss franc foreigo issues).

For the most part, these have tak-

en the form of private placements, whose total value (on behalf of all borrowers) is reckoned to have outrun that ef tha more expensive and cumbersome public issues in a ratio of about 32. There are several rea-sons for this. Private placements need not be submitted to the approval or the queueing system, of the national bank. As a result, the major banks, which form the socalled "big syndicate" of primary market issuing houses, can sidestep the limitations put on their com-manding share of the public issue

by the central bank late last year. The business has something to offer all parties. For the Japanese borrowers, convertible private

placements in Switzerland offer cheap money - currently around 3% per cent - with the attraction that the debt is unlikely to be beld to maturity but will be turned into the equity they need to strengthao recession-bettered balance sheets. The currency risk is evidently judged to be acceptable.

For investors, the convertible pa-per offers only slightly less than the current 4% per cent being paid by Swiss governmental borrowers with the compensation of conversion at a modest 5 per cent averaga into equity in a rising market

Swiss bankers, for their part, are able to place the paper with the bet-ter-off and more sophisticated section of their private clientele, as well as with the institutions, and in the absence of a fully-fledged secondary market, the banks each undertaka to buy back notes whose issua they bave led.

Non-recourse **Euroloan** for Ashton Mining

MELBOURNE — Ashton Mining has mandated Chase Manhattan to arrange a Euro-loan of up to U.S.\$175m for its share of development costs for tha Argyle dismond mine in Western Australia.

The mine, at Lake Argyle, started limited commercial production this year and a formal decision on the A\$450m (U.S.\$390m) development of the main stage is expected next month, Ashton said.

The loan will be a nen-recourse facility with Ashton's interest in the mine as the sole security for lenders.

Ashton said it will be the first time such a facility has been used to fund the development of a diamond mine,

The company has a 38.2 per cent interest in the scheme which is managed by Rio Tinto Zinc's Australian unit CRA with 56.8 per cent. Northern Mining hold the remaining five

U.S. BONDS

Renewed confidence unshaken by \$15bn Treasury refunding

received bout of speculation about the discount rata which currently stands at 8.5 per cent. The Fed intervened in the mar-

kat to supply temporary reserves

The \$15bn refunding package of naw securities which the market must absorb starting to-

The packaga, designed to raise \$9.50n in naw cash towards the \$40.50n terget for

of three-year notes anctiened

today, \$4,75bn of six-year notes oo sale tomorrow and \$3,75bn

of Tressury loog bonds on Thursday. The Tressury is also expected to announce the details of a one-year note acction on Friday.

accion on Friday.

In the magntime corporate treasurers have wasted little time in taking advantage of the current market climata to

step up the pace of bond issuance and further restruc-

ture their balance sheets.

In April the volume of new public corporate bond offerings was close to the \$6.1bn of October 1982 excaeded only by

With corporate bond prices

marked up by more than a point last week a flood of new issues was launched onte the market and appears to have been mostly well received.

Among the new issues forthern Indiana Public

Among the new issues
Northern Indiana Public
Service Company launched a
\$100m issue of 11.2 per cent
first mortgage bonds, W. R.
Grace offered \$100m of 11.75
per cent 25-year debentures
priced to yield 11.865 per cent,
and General Tire and Rubber
iaunched a \$75m issue of 12.25
per cent 20-year debentures.

Barelare North American

Barclays North American Capital Corporation launched Its \$400m issue of 11.625 per cent 20-year dabentures priced to yield 11.69 per cent. First Interstate Bancorp issued \$500m of nine-year floating rate notes and Security Pacific launched a \$200m issue of three-year 10.25 per cent certificates of deposit

per cent certificates of deposit priced to yield 10.35 per cent.

Paul Taylor

the Jone 1980 volume.

quarter, comprises \$6.5bn

THE MOOD in Wall Street's statament week average to 8.58 credit markets was unusually par cent last week was sufficient bright towards the end of last to accourage some bold stateweak. Although the aquity markets were grabbing the lime.

All this has ancouraged a markets ware grabbing the lime-light there has been a distinct changa in bond market senti-ment over tha past four weeks. Short-term rates declined for the third week running with three month .Treasury bills closing at 8.02 per caut. Cor-porata treasurers flocked to the market with a healthy \$1.75hn market with a healthy \$1.75bn of new issues and the Traasury long bond gained over a point to closa at sround 100] to yield to closa at sround 100] to yield to fine markat.

The psckaga, designed to raise speculation about a discount towards the \$40.5bn terget for

rate cut—not this week or next, but maybe sometime this quartar. All this despita the duartar. An time despite in-slightly - larger - than - expected Treasury refunding which hursts upon the market today.

LA. INTEREST RATES (%) U.S. INTEREST RATES (%)
Week to Week to April 28 April 22
Fed lunde wkly ever 6.58 6.70
3-month T-bille 60A A40
3-month CDe 835 5.50
30-year Treas bond 10.54 70.72
AAA Unitry 11.25 11.25
Source: Federal Reserve and FT estimates. In the week ended April 20
M1 fell by \$2bn 10 \$494.2be.

The weatharman, the Com-merce Department statistics office and the Fed sppear to bave breught about a renewed burst of confidence in the credit markets sufficient, at least for the moment, te ensure that the market enters the re-funding in reasonably haalthy shape. Last week dealers bid up the when-issued price of the new package of securities by 1 of a point and more,

Underpinning the resurgence in market confidence last week were four main factors. The economy, money supply figures, inflation, and interest rates. The money suppy figures are beginning to look a lot better, even to those whe were shouting fire just a few months ago. The much larger than expected S2bn declina in M1 anneunced en Friday continued the recent trend of slowing monetary

growth. At the same time inflation figures continua te look good and short-term rates fell again slightly last week. Altheogh the Fed funds rate remains sticky the 12 basis point drop in the

Dutch to invest Fl 460m in Volvo Car

THE Dutch Government has THE Dutch Government has agreed to provids an additional F1 460m (\$165.7m) of support for Volvo Car, the state-owned carmaker. The money will be used between 1984 and 1986 for the development of a new model.

A further F1 158m is to be made available by the Volvo Car Corporation of Sweden, which has a minority holding which has a minority holding Negotiations on the form of the extra support have yet to be completed. The Government previously injected cash into the company—separated from the Swedish group in 1981—on the hasis of a future share in profits. It has sincarecouped much of its investment. Volvo of Sweden continues to co-operate with its former Dutch subsidiary inproduct development and marketing.

marketing.

The financing will be made in two tranches. Initially, the share capital of Volvo Car will be raised by FI 250m to FI 550m. All the resulting new shares will be added to the state holding. Through Dutch State Mines and the National Investment Bank. National Investment Bank, the stale will increase its stake to 70 per cent.

Volvo of Sweden, which has already invested substantial capital in the Dutch venture, has been receiving revalty payments amounting to 1.5 per cent of sales.

New arrangements have still to be worked out concerning royalty payments and profit participatien.

• Daf Trucks, the Dutch commercial vehicle manufacturer. recorded a 1982 net profit of FI 1.84m (\$663,000) compared with FI 1.22m a year earlier. on sales slightly up, at F1 1.63hp.

Average market share in the 10 Western Enropean countries in which Daf is established rose last year from 6 per cent to 6.8 per cent. In the Netherlands, market share edged up from 36 per cort to 36,3 per cent. Sales in Europe generally were up on 1981, despite a 7 per cent fall in the demand for trucks over nine townes. But this improvement was more than offset by a fall in sales to Africa and the Middle

Memorex threatens closure in Liege over hours dispute

BY PAUL CHEESERIGHT IN BRUSSELS

employment.
"The issue now is not how

MEMOREX, the Liage producer and distributor of computer acquipmant in this major distribution centra for Burroughs Group, is considering tha closure of its Belgian operations after a six wacks strike by its employees.

Any deciston to closa its operations would be a check to the Belgian Government's plans to attract high technology industry and the policy of this Liage suthorities to draw in new industry as a means of redressing a back-breaking municipal deficit.

The Memorex management beginning the telecommunications industry. It is a major distribution centra for Memorex products and for equipmant for the Far East.

This company has abandoned its axpanaion plans and decided not to proceed with research work related to making systems so that the equipment of other manufacturers become compatible with the Memorex range.

The future of the company is finally dependent on decident to proceed with research work related to making systems so that the equipment of other manufacturers become compatible with the Memorex range.

The future of the telecommunications industry. It is a major distribution centra for major distribution centr

The Memorex management The Llege management has and unlons have been in baan told to ascertain whether disputs about the application of the workforce is prepared to the Government's policy to reduce the working week in but for the duration current before to create room for new employment began.

employment.

"The issue now is not how many hours should be worked but whether we should continue our operations in Belgium," said Mr Jean Renard, the managing director of Mamorex in Liage.

Memorex has annual sales of BFr 3.2bn (\$6.5m), of which 96 per cent is exported. It manufactures at Liege computer magnetic tapes and disc packs and assembles computer wages.

began.

Working hours in the sector throughout Liege are 36 a week. The Burroughs' unit in Liege has settled at \$5.5. The Mamorex unlons want \$5. The Memorex management has withdrawn an offer of \$5.5. More than 1m workers in Belgium are covered by agreements cutting the length of the working week by an average of 2.5 per cent. They lose no wages.

Swiss banks' earnings ahead in first quarter

BY JOHN WICKS IN ZURICH

SWITZERLAND'S five largest banks recorded higher earn-ings in the first quarter of 1983 than for the corresponding period of last year. Union Bank of Switzerland.

Union Bank of Switzerland, Swiss Bank Corporation. Credit Snisse and Swiss Volksbank bave all reported an everall rise in profits for the period, to which Bli fields ef activity contributed. Bank Leu does not specify an increase, but anneunces a "favourable development" of its earnings from interest, commission and the interest, commission and the foreign exchange and precieus

metals sector.

Although no bank is prepared te give a forecast for the year as a whole, it is generally assumed that 1983 ought to result in anether very good 0.1 per cent to SwFr 19.7bn profits showing following last

year's record figures. As the biggest bank, Union Bank of Switzerland says in its first quartar report: "The satisfactory earnings trend is expected to continue in the second quarter."

While the banks do not publish prefit figures en a quarterly basis, all have disclosed an increase in balance-sheet totals for the period. Total assets rose by 3 per cent to SwFr 109,4bn (\$53.1bn) at UBS, by 6.8 per cent to SwFr 103.4bn for Swiss Bank Cerporation and by 2.7 per cent to SwFr 75.5bn fer Credit Suissc. The two smaller banks, Swiss

U.S. \$100,000,000 GenFinance N.V. (Incorporated with limited liability in The Netherlands)

Floating Rate Notes Due 1987 Guaranteed on a Subordinated Basis



Société Générale de Banque S.A./ Generale Bankmaatschappij N.V. (Incorporated with limited liability in Belgium)

In accordance with the provisions of the Notes, notice is hereby given that for the six month Interest Period from 29th April, 1983 to 31st October, 1983 the Notes will carry an Interest Rate of 9%% per annum and the Coupon Amount per U.S. \$5,000 will be U.S. \$245.70.

> Credit Suisse First Boston Limited Agent Bank

FT INTERNATIONAL BOND SERVICE

YEN STRAIGHTS

mt. al A	0 00 VIII	450	CO7 001	1 DI - M 40 00	
Bk. of A	mer. 8 88 XW olyo Hd. 11 90 ol. Hyd. 161 88	150 100	944 1004	+04 -64 10.69 0 +04 11.02	
British C	ol, Hyd. 161, 88	200	991, 961,	+04 +67 16.37 +04 +1 11.58	
British C	al. Hyd. 154 92	150	1194 1204	+04 +1 11.58	
Canadau	al, Hvd. 154 92 144 87 124 89 1 Whost 114 90	750 175	1074 1074	e +0'- 10.43 +0'- +0'- 10.83 e +0'- 10.70 -2 +0'- 12.51	
Canadian	Whost 114 90	50	1021 1027	e +0': 10.70	
		75	110 110,	-2 +0% 12.51	
Coca Co	ola Int. 9's 92 lis Int 114 98 so BHA 161, 90	100	26 261	-2 +04 12.51 +04 +04 10.51 +04 +04 10.50 0 +03 10.36 0 +04 11.33 +04 +04 11.33 +04 +04 11.35 0 +04 11.35	
Cr. Suis	So BHA 161. 90	100 150	1004 1004	0 +03 10 36	
Credit 5	uisse 10 ³ , 89 9 Bk. F. 14 ¹ , 89 11 ¹ , 95 14 ¹ , 89 WW	100	1021, 1021	e +04 9 91	
Oeutscho	Bk. F. 144 89	300	1125 1124	0 +04 11.33	
Ou Post	141 89 14/14/	160 200	1031 1034	+e's +o's 16.69	
FDC 10%	95	100	100% 101%	0 +0 10.47	
EEC 16%	95	75	961, 97	0 +0'; 10.47 +0'; +0'; 11.25 0 +0'; 11.49 +0'; +0'; 12.59 e +0'; 12.59 e +0'; 12.25 +0'; +0'; 10.46 +0'; +0'; 10.27 +0'; +0'; 11.44 +0'; +0'; 10.76 +0'; +0'; +0'; 10.76 +0'; +0'; +0'; +0'; +0'; +0'; +0'; +0';	
EEC 111	95	20Q	1004 1004	0 +0 11.40	
FIR 151.	97	125 100	1153, 1153,	+01 +02 12 56	
Ero Oeu	Con 113 87	100	1m' 1m'	0 +61 16.98	
Forsmark	s 13% 92 France 12% 93	100 75	107% 108%	e +0% 12.22	
G15 Ge	France 124 93	175 100 100 200	102 1021,	+0, +0, 11.85	
Gen Ele	C. Credit 94 61 C Credit 12 89 I S Fin. 165 90	100	1071, 108	+01 +03 10 26	
GMAC 0	S Fin. 165 90	200	1001 1001	+0% +1% 10.37	
GMAC 6	Fin 124 61	100	1104 1114	+01 +04 11.44	
Honevee	Fin 124 61 III Int 164 90 J. Trade 121 92 Prou. 114 89 I Prou. 134 89 Int F. 114 92 St Fin 114 92 Inswick 154 81	100 100	1044 1054	+01 +01 10.76	
IBM Wid	. Trade 12 92	200	1103 116	+01 +01 10.40	
Menitobe	Prou. 114 89	125	104% 105%	+6 +1 16.62	
Menitoba	Prou 13% a9	100	1104 1104	+0'+0'-11.32	
Midleno Nas Was	Int F. 111, 92	150 150	103% 104%	+0's +0's 11.00	
New Bru	Rewick 154 81	75			
Newfoun	dland 151, 90	75	115% 116%	+04 +14 12 02	
N. Opon (diand 151, 90 Cred t 111, 93 one Pr. 151, 69 a1	100	984 994	0 +01 11.41	
OKR 10	31 134 63	75	1104 1104	P +01 10 82	
Onterio	a1 124 89 Hydro 124 82 Hydro 129 92 Hydro 15 92 H O.S 104 93 a1 6 5 124 a1 Hy. 114 92 (01 Dynolda 124 89 wn Pr. 164 90 2 93	100 200 200	1031, 100	+01 +61 10.42	
Onterio	Hydro 12% 92 .	200	1085 1005	e +01, 11,24	
Ontario	Hydro 15 92	150	116% 116%	+01, +01, 11.59	
Prudenzie	1 e/5 124 at	100 150 100	1014 1084	+04 +04 10.32	
Quabec	Hy. 114, 92 (01	100	1024 1034	+01, +01, 10 96	
R J Ro	ynoide 12% 89	100 125	108% 107%	+04 +03 11.16	
SNCF 11	2. 93	100	1001-1005	+01 +01 10 /4	
Swiss B	², 93 k Cpn 164 90	100 125	1017, 1024	+6' +0' 9.78	
Teasco C	Capiter 9% 90	150	96' 96	+02 +03 10.45	
UBS 11	89 171. 89	75	100% 105%	+04 +15 8 92	
World Ba	ank 10's 88	75	99% 100%	+0' +0' 10.40	
444 C. C. PO.	enk 16's 93	100	99% 100%	+0', +0', 16.89	
Mould B					
World B	Capitel 94 90 89 Iney Pr. 12's 89 ank 10's 85 enk 16's 93 enk 11's 98	100	99% 100%	+04 +04 11 19	
OBITEC	HE MARK	100 a# @		Change on	
OBITEC	HE MARK	100 a# @	Bld Offer	day week Yield	
OBITEC	HE MARK	100 a# @	Bld Offer	day week Yield	
OBITEC	HE MARK	100 a# @	Bld Offer	day week Yield	
OBITEC	HE MARK	100 a# @	Bld Offer	day week Yield	
OBITEC	HE MARK	100 100 ·· e	Bld Offer	day week Yield	
OBITEC	HE MARK	100 100 ·· e	Bld Offer	day week Yield	
OBITEC	HE MARK	100 100 ·· e	Bld Offer	day week Yield	
OBITEC	HE MARK	100 100 ·· e	Bld Offer	day week Yield	
OBITEC	HE MARK	100 100 ·· e	Bld Offer	day week Yield	
OBITEC	HE MARK	100 as e e e e e e e e e e e e e e e e e e	Bld Offer	day week Yield	
OFUTOCIO	He MARK ITS Paris 84 92 62 83 72 92 Tolyo 72 90 polel 72 89 le Enorge 8 93 lar Teln. 72 93 79 3 74 31 Cello 24 95 nr Fin. 24 89	100 as e e e e e e e e e e e e e e e e e e	Bld Offer	day week Yield	
OFUTOCIO	He MARK ITS Paris 84 92 62 83 72 92 Tolyo 72 90 polel 72 89 le Enorge 8 93 lar Teln. 72 93 79 3 74 31 Cello 24 95 nr Fin. 24 89	100 as e e e e e e e e e e e e e e e e e e	Bld Offer	day week Yield	
OFUTOCIO	He MARK ITS Paris 84 92 62 83 72 92 Tolyo 72 90 polel 72 89 le Enorge 8 93 lar Teln. 72 93 79 3 74 31 Cello 24 95 nr Fin. 24 89	100 as e e e e e e e e e e e e e e e e e e	Bld Offer	day week Yield	
OFUTOCIO	He MARK ITS Paris 84 92 62 83 72 92 Tolyo 72 90 polel 72 89 le Enorge 8 93 lar Teln. 72 93 79 3 74 31 Cello 24 95 nr Fin. 24 89	100 as e e e e e e e e e e e e e e e e e e	Bld Offer	day week Yield	
OFLITECH STRAIGH Agropar Auestralie Benk of Beyer Ca Caresea N Caresea N Caresea N ECGC T' FEC 79 Eurolime Farmould Int. Am Ingland E Ingland E Ingland E	He MARK ITS Farie 84 92 62 83 72 92 Tolvo 72 90 Finorie 8 93 lar Tela. 72 93 73 31 74 31 74 31 75 31 75 31 75 31 75 31 75 31 75 31 76 37 93 77 31 78 31	100 as e e e e e e e e e e e e e e e e e e	81d Offer 1001, 1001, 981, 891, 1033, 1001, 993, 1004, 1004, 100 981, 981, 981, 1001, 101, 1021, 101, 1021, 103, 1041, 1002, 1011, 1002, 1011, 1003, 1014, 1014, 1014, 1014, 1014,	0 + 0'4 - 7 154 0 + 0'4 - 7 154 0 + 0'4 - 7 154 0 + 0'4 - 7 154 - 0'4 + 0'4 - 7 154 - 0'5 - 0'5 - 6 72 0 + 0'4 - 7 7.54 0 + 0'4 - 8 11 0 + 0'4	
OFLITECH STRAIGH Asropor Auetralie Benk of Beyer Ca Cerese N Carese N Carese N ECGC T FEC T FCC 69 Eurolime Fornour Ingland 6 Intl. Am Ingland 6 I	He MARK ITS Paris 84, 92 61, 83 174, 92 Tolyo 74, 90 Henorge 8 93 Jar Teln. 74, 93 7, 93 95 M. Tight 11 174, 91 74, 91 74, 91 74, 91 75, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 91 175, 92 175, 93 175, 9	100 all e e e sued 200 200 150 200 200 150 200 200 150 200 200 150 200 150 200 150 200 150 200 100 150 200 100 100 100 100	81d Offer 1001, 1001, 981, 891, 1033, 1001, 993, 1004, 1004, 100 981, 981, 981, 1001, 101, 1021, 101, 1021, 103, 1041, 1002, 1011, 1002, 1011, 1003, 1014, 1014, 1014, 1014, 1014,	0 + 0'4 - 7 154 0 + 0'4 - 7 154 0 + 0'4 - 7 154 0 + 0'4 - 7 154 - 0'4 + 0'4 - 7 154 - 0'5 - 0'5 - 6 72 0 + 0'4 - 7 7.54 0 + 0'4 - 8 11 0 + 0'4	
OEJTSCI STRAIGH Auerolae Auetralee Benk of Beyer Ca Caresea N Caresea N ECGC T' EEC T'A EEC 6 9 Eurolime Farrovie Gould it H. J. Me Ireland 8 Ireland 8 Irel	He MARK ITS Farie 84 92 62 83 72 82 Tolyo 72 90 174 92 Tolyo 73 93 18 Enorge 8 93 lar Tela. 72 93 95 4 T1 21 175 21 175 21 185 186 73 89 186 77 93 186 77 93 186 77 93 186 77 93 186 77 93 187 95	100 100 100 100 100 100 100 100 150 150 150 150 150 150 150 100	81d Offer 1001, 1001, 991, 891, 1033, 1001, 993, 1001, 993, 1001, 981, 883, 981, 1001, 101, 1011, 101, 1011, 1001, 1011, 1001, 1011, 1001, 1011, 1011, 1011, 1021, 1031, 88, 891, 1011, 1011, 1001, 1013, 88, 991, 1011, 1011,		
OFLITSCI STRAIGH Aeropar Auetralie Benk of Beyer C. Cerese N Carese N Cares	He MARK ITS Farie 81, 92 61 83 71, 92 Tokyo 71, 90 171, 92 172, 93 173 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 175 91 175 91 176 91 177 91 178 91 179 91 .	100 each 6 especial control contro	81d Offer 1001, 1001, 981, 891, 1033, 1001, 993, 1004, 1004, 100 993, 1001, 981, 893, 981, 1001, 101, 1021, 101, 1021, 101, 101, 101, 101,	0 + 0', 2 14 0 + 0', 6 14 0 + 0', 7 15 0 + 0', 7 15 - 0', + 0', 7 25 0 + 0', 7 79 0 + 0', 7 79 0 + 0', 7 79 0 + 0', 7 78 0 + 0', 7 8 19 19 19 19 19 19 19 19 19 19	
OFLITSCI STRAIGH Aeropar Auetralie Benk of Beyer C. Cerese N Carese N Cares	He MARK ITS Farie 81, 92 61 83 71, 92 Tokyo 71, 90 171, 92 172, 93 173 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 175 91 175 91 176 91 177 91 178 91 179 91 .	100 each 6 especial control contro	81d Offer 1001, 1001, 981, 891, 1033, 1001, 993, 1004, 1004, 100 993, 1001, 981, 893, 981, 1001, 101, 1021, 101, 1021, 101, 101, 101, 101,	0 + 0', 2 14 0 + 0', 6 14 0 + 0', 7 15 0 + 0', 7 15 - 0', + 0', 7 25 0 + 0', 7 79 0 + 0', 7 79 0 + 0', 7 79 0 + 0', 7 78 0 + 0', 7 8 19 19 19 19 19 19 19 19 19 19	
OFLITECT STRAIGH Asropor Australie Benk of Beyer Ca Cerese N Carese N Cares	He MARK ITS Farie 84, 92 64, 83 174, 92 Tolyo 74, 90 Henorge 8 93 Henorge 9 9	100 each · · · · · · · · · · · · · · · · · · ·	81d Offer 1001, 1001, 981, 891, 1033, 1001, 993, 1001, 993, 1001, 981, 883, 981, 991, 1001, 1011, 1013, 1041, 1013, 1041, 1001, 1011, 1001, 1011, 1001, 1011, 1001, 1011, 1001, 1011, 1001, 1011, 1001, 1011, 98, 981, 1011, 1011, 1011, 1011, 98, 981, 1021, 103, 98, 981, 103, 981, 981, 981,	day week Yield - O'a - O's 6.14 0 + O's 7.2 0 + O's 7.7 0 + O's 8.1 1 + O's 9.7 1 + O's 7.7 1 + O's 7.7 1 + O's 9.7 1 + O's 7.7 1 + O's 7.7 1 + O's 9.7 1 + O's 7.7 1 + O's 9.7 1 + O's 9.	
OFLITECH STRAIGH Aerolan Auetralie Benk of Beyer Bernows Gould in H. J. He Internot Se Int	He MARK ITS Farie 84 92 6 83 7 174 92 174 92 174 92 175 93 4 Enorgie 8 93 14 Enorgie 8 93 14 Fine 74 93 179 31 .	100 each e (essued 200 100 150 200 100 150 200 100 150 200 100 150 200 100 100 100 100 100 100 100 100 10	8id Offer 1001, 1001, 991, 891, 1033, 1001, 993, 1001, 993, 1001, 981, 823, 981, 1001, 101, 1011, 101, 1011, 1001, 1011, 1001, 1011, 101, 1011, 102, 103, 88, 991, 101, 101, 102, 103, 981, 101, 102, 103, 981, 101, 101, 102, 103, 981, 101, 101, 102, 103, 981, 101, 101, 102, 103, 981, 102, 103, 981, 102, 103, 981, 103, 104, 981, 104, 107, 981, 981, 104, 107, 981, 981, 981, 981, 981, 981, 981, 981	day week Yield -0', -0', 8.14 0 +0', 7.25 0 +0', 7.75 -0', -0', 6.72 0 0 -0', 7.84 -0', +0', 7.84 -0', +0', 7.84 -0', +0', 7.84 -0', -0', 8.11 -0', -0', 8.11 -0', -0', 8.11 -0', -0', 8.11 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 7.52 week e	
OFLITSCI STRAIGH Aeropar Auetralie Benk of Beyer C. Cerese N Ceres	He MARK ITS Farie 81, 92 61 83 71 92 171 92 172 92 173 92 174 92 174 93 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 174 91 175 91 175 91 176 91 177 91 187 91 188 77 93 189 91 189	100 each e lesued to 200 200 150 150 150 200 150 200 150 150 200 150 200 150 200 150 200 150 200 200 160 200 200 200 200 200 200 200 200 200 2	8id Offer 1001, 1001, 991, 891, 1033, 1001, 993, 1001, 993, 1001, 981, 823, 981, 1001, 101, 1011, 101, 1011, 1001, 1011, 1001, 1011, 101, 1011, 102, 103, 88, 991, 101, 101, 102, 103, 981, 101, 102, 103, 981, 101, 101, 102, 103, 981, 101, 101, 102, 103, 981, 101, 101, 102, 103, 981, 102, 103, 981, 102, 103, 981, 103, 104, 981, 104, 107, 981, 981, 104, 107, 981, 981, 981, 981, 981, 981, 981, 981	day week Yield -0', -0', 8.14 0 +0', 7.25 0 +0', 7.75 -0', -0', 6.72 0 0 -0', 7.84 -0', +0', 7.84 -0', +0', 7.84 -0', +0', 7.84 -0', -0', 8.11 -0', -0', 8.11 -0', -0', 8.11 -0', -0', 8.11 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 7.52 week e	
OFLITECH STRAIGH ABROOM AUSTRAIGH ABROOM AUSTRAIGH BENK OF BENG TO BE LOOKED AND AND AND AND ABROOM AND ABROOM AND ABROOM AND ABROOM AND ARROWS STRAIGH ARROWS FOR AND AND AND AND ARROWS STRAIGH AND	He MARK ITS Faris 84, 92 61, 83, 71, 92 Tolyo 71, 90 I Enorge 8 93 Ist Tols. 72, 93 Ist Tols. 73, 93 Ist Tols. 74, 93 Ist Tols. 7	100 e8 ·· e lesued to 200 200 150 150 150 200 150 200 150 200 150 200 150 200 150 200 150 200 160 200 160 200 160 200 160 200 160 200 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 160 200 160 160 200 160 160 160 200 160 160 160 160 160 160 160 160 160 1	8id Offer 1001, 1001, 991, 891, 1033, 1001, 993, 1001, 993, 1001, 981, 993, 991, 1001, 1001, 1011, 1011, 1011, 1011, 1011, 1021, 1011, 1021, 1011, 1021, 1011, 1021, 1011, 1021, 1011, 1021, 1011, 1021, 1011, 1021, 1011, 1021, 1031, 98, 981, 1011, 1011, 98, 981, 1011, 1011, 98, 981, 1021, 1034, 98, 981, 1021, 1034, 981, 981, 981, 981, 981, 981, 981, 981	day week Yield -0' -0', 6.94 0 +0', 7.24 0 +0', 7.24 -0', -0', 6.72 0 0 +0', 7.73 -0', -0', 7.73 -0', -0', 7.73 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 8.17 -0', -0', 17.54 -0', -0', 7.54 -0', -0', 7.54 -0', -0', 7.54 -0', 0 7.52 -0', -0', 7.52 -0', -0', 7.52 -0', -0', 7.52 -0', -0', 7.52 -0', -0', 7.52 -0', -0', 7.52 -0', -0', 7.52 -0', -0', 7.52 -0', -0', 0 7.54 -0', 0 7.54 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55 -0', 0 7.55	
OFLITECH STRAIGH ABROOM AUSTRAIGH ABROOM AUSTRAIGH BENK OF BENG TO BE LOOKED AND AND AND AND ABROOM AND ABROOM AND ABROOM AND ABROOM AND ARROWS STRAIGH ARROWS FOR AND AND AND AND ARROWS STRAIGH AND	He MARK ITS Faris 84, 92 61, 83, 71, 92 Tolyo 71, 90 I Enorge 8 93 Ist Tols. 72, 93 Ist Tols. 73, 93 Ist Tols. 74, 93 Ist Tols. 7	100 e8 ·· e lesued to 200 200 150 150 150 200 150 200 150 200 150 200 150 200 150 200 150 200 160 200 160 200 160 200 160 200 160 200 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 200 160 160 200 160 160 200 160 160 160 200 160 160 160 160 160 160 160 160 160 1	81d Offer 1001, 1001, 991, 891, 1031, 1001, 993, 1001, 993, 1001, 984, 893, 991, 1001, 101, 1011, 1011, 1011, 1031, 1041, 1031, 1041, 1031, 1031, 1031, 1031, 1031	day week Yield -0', -0', 6.34 0 +0', 7.15 -0', +0', 6.72 0 0 +0', 7.75 -0', -0', 6.72 0 0 +0', 7.84 -0', -7.85 -0', -0', 159 -0', -0', -0', 159 -0', -0', -0', -0', -0', -0', -0', -0',	
OFLITECH STRAIGH ABROOM AUSTRAIGH ABROWN AUSTRAIGH BENK OF BENGLIMB FOR THE COMMENT OF THE COMME	He MARK ITS Faris 84, 92 61, 83, 174, 92 174, 92 174, 92 174, 92 174, 92 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 186, 77, 93 186, 77, 93 186, 77, 93 186, 77, 93 186, 77, 93 186, 74, 93	100 e8 e e e e e e e e e e e e e e e e	Bid Offer 1001, 10	day week Yield day week Yield day week Yield day week Yield con -0', 6,14 o con -0', 6,14 o con -0', 7,24 o con -0', 7,73 o con -0', 8,11 o co	
OFLITECH STRAIGH ABROOM AUSTRAIGH ABROWN AUSTRAIGH BENK OF BENGLIMB FOR THE COMMENT OF THE COMME	He MARK ITS Faris 84, 92 61, 83, 174, 92 174, 92 174, 92 174, 92 174, 92 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 174, 93 186, 77, 93 186, 77, 93 186, 77, 93 186, 77, 93 186, 77, 93 186, 74, 93	100 es e (es e 200 100 1150 200 1150 200 1150 200 1150 200 1150 200 1150 200 1150 200 1150 200 100 100 200 100 200 100 200 100 200 100 1	Bid Offer 1001, 10	day week Yield day week Yield day week Yield day week Yield con -0', 6,14 o con -0', 6,14 o con -0', 7,24 o con -0', 7,73 o con -0', 8,11 o co	
OFLITECH STRAIGHT ABOUNT AUSTRAIGH AUSTRAIGH AUSTRAIGH BONK OF BONK OF CASES N ECGC 7*, EEC 7*, EEC 7*, EEC 6*, EEC 7*, EEC 7*	HE MARK ITS Faris 84 92 61 83 174 92 174 92 174 92 174 92 174 92 174 93 175 93 175 93 175 93 175 93 175 93 175 93 176 93 177 93 188 95 188 95	100 e8 e e e e e e e e e e e e e e e e	Bid Offer 1001, 10	day week Yield day week Yield day week Yield day week Yield con -0', 6,14 o con -0', 6,14 o con -0', 7,24 o con -0', 7,73 o con -0', 8,11 o co	
OFJITSCI STRAIGH Aeropar Auetralie Benk of Beyer C. Cerese N Casese N Cases	He MARK ITS Faris 84, 92 61 83 71 92 72 92 73 92 74 92 74 93 75 96 75 97 75 97 75 97 75 97 75 97 75 97 75 97 76 97 77 97 77 97 78 97 79 97 .	100 e8 e e e e e e e e e e e e e e e e	Bid Offer 1001, 10	day week Yield day week Yield day week Yield day week Yield con -0', 6,14 o con -0', 6,14 o con -0', 7,24 o con -0', 7,73 o con -0', 8,11 o co	
OFLITECH STRAIGH Aerogan Auetralie Benk of Beyer C. Carese N. Carese N. Carese N. ECGC T. FEC	He MARK ITS Farie 84, 92 61 83 71 92 72 92 Tokyo 74 90 73 92 Tokyo 74 93 173 92 184 93 185	100 e8 e (essued 200 150 150 200 150 150 150 150 150 150 150 150 150 1	Bid Offer 1001, 10	day week Yield day week Yield day week Yield day week Yield con -0', 6,14 o con -0', 6,14 o con -0', 7,24 o con -0', 7,73 o con -0', 8,11 o co	
OFLITECH STRAIGH Aeropan Auetralie Benk of Beyer C. Carese N. Carese N. Carese S. Carese Gould in H. J. He Internal Helend E Int Anti-Am Ireland E Irela	He MARK ITS Farie 84, 92 6 83 77 92 174 92 174 92 174 92 174 92 175 93 185 187 187 187 188 189	100 e8 e (essued 200 150 150 200 150 150 150 150 150 150 150 150 150 1	Bid Offer 1001, 10	day week Yield day week Yield day week Yield day week Yield con -0', 6,14 o con -0', 6,14 o con -0', 7,24 o con -0', 7,73 o con -0', 8,11 o co	
CALLEGE STRAIGHT ABROWN A VETAILS BENK OF A CAMESA N ECGC TA EEC 6 9 Eurolima Gould II A HALL OF A CAMESA N A CAMESA A CA	He MARK ITS Faris 84 92 6 83 174 92 174 92 174 92 174 92 174 93 175 93 175 93 175 93 175 91 175 91 175 91 175 91 175 91 175 91 175 91 186 93 187 93 188 92 187 93 188 92 188 92 188 93	100 e8 e e e e e e e e e e e e e e e e	8id Offer 1001, 10	day week Yield o +0°, 6 114 o -0°, 7 154 -0°, 0 1796 o +0°, 7 729 o +0°, 8 117 +0°, 8 117 +0°, 8 117 +0°, 7 729 o +0°, 7 729	
CALLEGE STRAIGHT ABROWN A VETAILS BENK OF A CAMESA N ECGC TA EEC 6 9 Eurolima Gould II A HALL OF A CAMESA N A CAMESA A CA	He MARK ITS Faris 84 92 6 83 174 92 174 92 174 92 174 92 174 93 175 93 175 93 175 93 175 91 175 91 175 91 175 91 175 91 175 91 175 91 186 93 187 93 188 92 187 93 188 92 188 92 188 93	100 es sued 200 100 150 100 100 100 100 100 100 100 1	8id Offer 1001, 10	day week Yield o +0°, 6 114 o -0°, 7 154 -0°, 0 1796 o +0°, 7 729 o +0°, 8 117 +0°, 8 117 +0°, 8 117 +0°, 7 729 o +0°, 7 729	
CALLEGE STRAIGHT ABROWN A VETAILS BENK OF A CAMESA N ECGC TA EEC 6 9 Eurolima Gould II A HALL OF A CAMESA N A CAMESA A CA	He MARK ITS Faris 84 92 6 83 174 92 174 92 174 92 174 92 174 93 175 93 175 93 175 93 175 91 175 91 175 91 175 91 175 91 175 91 175 91 186 93 187 93 188 92 187 93 188 92 188 92 188 93	100 e8 ·· e e e e e e e e e e e e e e e e e	Bid Offer 1001, 10	day week yield ay week yield y	
OFLITECH STRAIGH Aeropan Auetralie Benk of Beyer C. Carese N Cares	He MARK ITS Faris 84, 92 61, 83, 71, 92 174, 92 174, 92 174, 92 174, 92 174, 93 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 175, 91 186, 77, 92 186, 77, 93 187, 96 187, 96 188, 93 188, 93 189, 94 189, 95 189, 96 189, 97, 98 189, 98 18	100 e8 e e e e e e e e e e e e e e e e	Bid Offer 1001, 10	day week yield ay week yield y	
OFLITECH STRAIGH Aeropan Auetralie Benk of Beyer C. Carese N Cares	He MARK ITS Faris 84, 92 61, 83, 71, 92 174, 92 174, 92 174, 92 174, 92 174, 93 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 175, 91 186, 77, 92 186, 77, 93 187, 96 187, 96 188, 93 188, 93 189, 94 189, 95 189, 96 189, 97, 98 189, 98 18	100 e8 e e e e e e e e e e e e e e e e	Bid Offer 1001, 10	day week yield ay week yield y	
OFLITECH STRAIGH Aeropan Auetralie Benk of Beyer C. Carese N Cares	He MARK ITS Faris 84, 92 61, 83, 71, 92 174, 92 174, 92 174, 92 174, 92 174, 93 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 174, 91 175, 91 186, 77, 92 186, 77, 93 187, 96 187, 96 188, 93 188, 93 189, 94 189, 95 189, 96 189, 97, 98 189, 98 18	100 e8 · · · · · · · · · · · · · · · · · ·	Bid Offer 1001, 10	day week 14 40 6 14 6 6 6 6 6 6 6 6 6	
OFLITECH STRAIGH Aeropae Auetralie Benk of Beyer C. Carese N. Care	He MARK ITS Faris 84, 92 61, 83, 17, 89 1 Enorgie 8 93 1 Enorgie 8 93 1 Fine 74, 93 1 Fine 75, 93 1 Fine 76, 93 1 Fine 76, 93 1 Fine 77, 93 1 Fine 77, 93 1 Fine 77, 93 1 Fine 78, 93	100 e8 · · · · · · · · · · · · · · · · · ·	Bid Offer 1001, 10	day week 14 40 6 14 6 6 6 6 6 6 6 6 6	
OFLITECH STRAIGHT ABOUTA Australie Benk of Beyer of Beyer of Casese N Cases	He MARK ITS Faris 84, 92 61, 83 174, 92 Tokyo 74, 93 Tokyo 74, 93 From 18, 93 Fro	100 e8 e (ssued 200 100 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 150 200 150 150 150 150 150 150 150 150 150 1	8id Offer 1001, 10	day week 14 40 6 14 6 6 6 6 6 6 6 6 6	
OFLITECT STRAIGHT ABOUTA Australie Benk of Beyer C Causse N Causse	He MARK ITS Faris 84, 92 6 83 174, 92 Tokyo 74, 93 Tokyo 74, 93 From 18 1, 19 Series 84, 92 Tokyo 74, 93 From 18 1, 19 Series 84, 93 From 18 1, 19 Series 84, 93 From 18 93 Series 85 Series 86 Series 87, 93 Series 87, 94 Series 87,	100 e8 e (ssued 200 100 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 200 150 150 200 150 150 150 150 150 150 150 150 150 1	8id Offer 1001, 10	day week 14 40 6 14 6 6 6 6 6 6 6 6 6	
OFLITECT STRAIGHT ABOUTA Australie Benk of Beyer C Causse N Causse	He MARK ITS Faris 84, 92 61, 83, 17, 89 1 Enorgie 8 93 1 Enorgie 8 93 1 Fine 74, 93 1 Fine 75, 93 1 Fine 76, 93 1 Fine 76, 93 1 Fine 77, 93 1 Fine 77, 93 1 Fine 77, 93 1 Fine 78, 93	100 e8 e e e e e e e e e e e e e e e e	Bid Offer 1001, 10	day week 14 40 6 14 6 6 6 6 6 6 6 6 6	

	1	Japan Airlines 7's 67 New Zeeland 7's 89 World Bank 2's 52	15	1007	1024	0	+04	7.24
	i	World Bank 24 52	20	1031	104	e	+01	7.79
	i	Average price chang OTHER STRAIGHTS CEPME 12', 90 CS	306	On day	y é on	work	0	
	į					Chan	na	
	i	OTHER STRAIGHTS	lasın	d Rid	Offer	day	Work	Yield
	•	CEPME 125 90 CS	50	1981	99	-04	e	12.75
	:	Ferm Credit 124 93 CS	00	11017	1024	-04	+0%	11.74
	į	Pancanadian 125 93 CS	50 50	1100	1004	-e	+04	12.45
		Quebec Hyd. 14 92 CS	60	†108 ³	1003	+01	+1	12.40
	i	Trans. Mont. 124 90 CS	20	198	99	e,	e	12.83
	:	EIB 11% 91 ECU	60	100	101	e	+04	11.64
	•	Amles 94 87 Fl	60	103	100	-04	-04	e.52
	•	Auetria 71, 89 Fl	100	997	99	-03	-64	7.65 7.58
	!	Neder. Midbk. 94 87 Fl	100	104	104	ě	-eu	8.06
	•	Quebec Prov. 74 88 Fl. World Bank 7 89 Fl	100 150	987	997	-04	-04	7.75
	•	OKE 14 86 FFr	400	997	1007	-04	-04	13.76
	1	BFCE 145 87 £	30	107	108	+04	+04	11.07
	•	CECA 131, 98 E	20	105	1063	+04	+04	11.87
	•	EEC 11% B1 5	50	99	100	ě	+04	11.82
	:	Fin. tor Ind. 124 89 E	30	100	4 1044 4 1013	-01	+03	11.25
	ï	Gen. Elec. Cp. 124 89 £	50	1047	105	-04	e	11.15
		Hiram Welker 144 89 E	25 15	106	107	ė	+04	11.18
	•	Norsk Hydro 12 90 E	30	101	1821	-04	+04	11.53
!		Ausber 144 85 F	30	105	110	-04	+04	12.21
		5 OR Frence 151, 92 E	30	107	1061	-01	+0%	13.89
	•	Tenneco Int. 14's 87 E	30	1001	1001	ŏ	+04	12.00
	:	World Bank 11% 91 E	7S 500	107	1033	-04	+04	11.79
		Europarat 121, 92 LuxFr	500	1001	195	+01	+es	11.59
	:	FLOATING RATE						
	į	NOTES S	presd	Bid C	offer C	dte (Э.срп	C.yld
	:	NOTES 3k. of Tokyo 5k 91 (e) BFCE 5k 88 BFCE 5k 87 Criese Nat. Telo. 5k 90 CCF 5k 98 CCF 5k 98 CEPME 5k 92 CREME 5k 92 Credit Agricole 5k 92 Credit Agricole 5k 92 Credit Lyonnais 5k 92 Credit Lyonnais 5k 92 Credit Lyonnais 5k 94 Credit Net. 5k 94 ERF 5k 95 XW Kensallise Oseks 5k 92 Long Term Credit 5k 92 J P. Morgan 5k 97 New Zeeland 5k 87 Nogon Credit 5k 92 Nogon Credit 5k 92 Sec Pacific 5k 91 Sec Pacific 5k 91 Sec Pacific 5k 91 Seconal Generale 5k 92 Sec Pacific 5k 91 Seconal Generale 5k 92 Seconal Generale 5k 92 Seconal Generale 5k 92	04	100%	100% 1	0/6	94	9.77
	:	BFCE 53, 87	0.	98%	993 2	77	3.84	9.31
	:	Caiesa Nat. Telo, 54 90	04	991	993, 2	/10	9.56	a.61
!	•	CCF 54 98	04	997, 1	00, 2	1/16	2.94	9.54
		CEPME 54 88 WW	01.	99%	997	3/E	64	5.Z7
		Chemical NY 54 94	ŧ0°	100%	00' 2	3/8	5	9.81
		Credit Agricole 54 97 Credit du Nord 54 92 .	04 04	98% 1	99 2	4/9 3/0	16 167	10.01
		Credit Lyonnais 52 97	0%	984 1	100	1/10	10.00	10.00
•		Credit Net. 54 94	0.	99%	98	9/9	91.	5 31
		EDF 51, 95 XW	Or	994	997, 10	0/8	10	10.04
	•	Long Term Credit 54, 02	01	100 1	001. Z	7/5	10.00	10.11
		J P. Morgan 5% 97 New Zeeland 5% 87	90.	100%	100%	2/5 7/10	10.00	5.45
		NZ Steel Gev St. 52 Nigson Credit St. 90 Scotland Int. 5t. 52 Sec Pacific 5t. 91 Sociote Generale 5t. 98 Stendard Chertd. 5t. 91 Sweden 5t. 93 Sweden 5t. 89	04	100%	00 2	2/6	10,19	10.15
		Scotland Int. 54 92	o.	100%	100 2	3/6	9.94	6.91
!		Sec Pacific 5% 91	0.4	99% 1	991.	1/5	10.06	10.06
		Stendard Chertd. 54 91	04	100 1	007, 10	/5	10.69	10.65
	:	5weden 54 93	0,4	994 1	100°- 2	3/8	10.18	16 15 5.98
		Average price chang	ges	On de	y e an	week	0	
	:							
		CONVERTIBLE		Cnv.			Chg.	
		BONDB		price	Bid (1015		Prem
		Ainomoto 54 96 Aridgesrone Tire 54 96 Canon 1 97	3/82	470	1154	116%	+2	10.35 e.22
		Funtou Fanuc 45 96	7/82 16/81	748.2 4431	1151, 1861, 1254, 994,	1904 1274	+24 +14	8.29
		H.tachi Ceble 54 96	2/82	515	991	991	ė	7.40
		Canen 1 97	3/82	759 6	373	99°4	+17	6 97 4.92
		Kawasaki 54 98 Kumagai Gumi 65 27	9/81 16/87	229 400	247. 1191	86% 115	+11-	27.49
		Kyewe Hakko 64 27	2/83	762	118 ¹ / ₁ 104 ⁷ / ₁ 125 86 ¹ / ₂	1067	+01	2.90 13.00 7.00
					125 °	87°.	+0,	53.56
		Murara 54, 98	7/81	1714	113%	1162	TUN	6.31
		Nigppn O. Co 51, 96	4/63	964	964 1024 104 984 984	987	+04	5.89
		Nigpph Oil Co 51, 98 Nissen Motor 61, 98 Olympus Optic. 81, 97	4/83 12/87	770 1331	1024	971	+0,	9 17
		Orient Finance 51 97	3/82	927 2	104	1051,	+01	6 29
		Orient Finance 5½ 97 Sumitomo Elec. 5½ 91 Sumitomo Met 5½ 96 .	3/82 10/81	577 3 296 1	30.	021	+0,	2 52 55.14
		E	0 1977		-	1001	1.61	B 45

ACM GINNIANIS CHANGE BED OURS ON MARCH LINES	_
Australia 83 92 15 100 1053 6 -04 7.79	
Australia 84 82	
Australie 8% 92	
World Bank 34 52 20 1034 104 e +04 7.79	
	U.
Average price changes On day 8 on week 0	
	L
Change on	Pr
OTHER STRAIGHTS Issued Bid Offer day week Yield	_
CEPME 124 90 CS 50 1984 98 -04 6 12.78	01
Ferm Credit 124 93 CS 00 11014 1024 -04 +04 11.74	L
Interv. Pipe. 124 83 C5 50 199 994 -04 +04 12.38	
Pancanadian 12's 93 C5 50 1100 100's 6 +0's 12.45	Pr
CEPME 124, 90 CS	_
5wed. E. Cr. 12's 68 CS 00 71m 104 +0's +0's 11.24	. —
3wed. E. Cr. 124 66 C3 66 7111	
Trans. Mont. 121, 90 C\$ 20 198 39 6 6 12.83	
Gueb. Prv. 117, 89 ECU 00 551, 981, 0 -01, 11.64 Queb. Prv. 117, 89 ECU 00 551, 981, 0 -01, 12.42 Amiss 91, 87 Fi 60 1031, 1031, -031, -04, -04, -04, -04, -04, -04, -04, -04	
Amies 94 87 Fl 60 1034 1014 -04 -04 6.52	
Auetria 7', 89 Fi 100 994 994 -01, -01, -01, 7.65	
Nederland Gas 74 88 Ft 100 984 1004 -04 -04 7.56	
Neder, Midbk, 54 87 Ft 100 1041 1041 6 -64 8.06	
Quebec Prov. 75 88 F 100 98% 99% -0% -0% 7.75	
Trins. Mont. 124 90 C3 20 190 100 100 6 +0 1 1.64 16 11 100 100 100 6 +0 1 1.64 16 100 100 100 100 100 100 100 100 100	l
200 200 200 200 200 200 200 200 200 200	
Solvay et C. 143 56 FFr 200 1004 1015 E E 14.37 30 1074 1015 E E 14.37 30 1074 1015 E C 14.37 30 1075 1063 + 674 + 674 11.87 20 1015 1063 + 674 + 674 11.87 20 1015 1063 + 674 + 674 11.87 20 1015 1063 + 674 + 674 11.82 20 1015 1064 - 674 + 674 11.82 20 1015 1044 - 674 + 674 11.25 20 1015 1044 - 674 + 674 11.25 20 1015 1044 - 674 + 674 11.25 20 1015 1044 - 674 + 674 11.25 20 1015 1044 - 674 + 674 11.25 20 1015 1044 - 674 + 674 11.25 20 1015 1015 1015 1015 1015 1015 1015 1	
BECE 144 87 5	is
BFCE 14-3 87 6	th
CNT 121, 89 f	is
FFC 11% Rt C 50 99% 100% C +0% 11.82	ex
EEC 11% BI 6	
Fin. for Ind. 124 89 E 30 1004 1044 - 04 + 04 11.26 F Met. Orenj. 124 92 E 30 1004 1013 E + 04 12 39	ln
Gen. Elec. Cp. 124 89 £ 50 1047 1067 - 04 € 11.15	C
F Met. Oreni. 124 92 E 30 1007, 1013, 6 + 03, 12 39 1007, 1013, 6 + 03, 12 39 1007, 1013, 6 + 03, 12 39 1007, 1013, 1073, 6 + 03, 11 11 11 11 11 11 11 11 11 11 11 11 11	ea
Mort. Bk, Fin. 114 89 E 15 274 277 0 +04 12.41	1
Mort. Bk, Fin. 114, 89 E 15 274, 274 U +04 12.41 Norsk Hydro 12 90 E 30 1014, 1024, -044, +04, 11.53 Norsk Hydro 144, 97 E 30 1074, 1084 0 +04, 11.84 Euesbec 144, 88 F 30 1074, 1084 0 +04, 11.84 SNCF 114, 89 E 30 1074, 1084 0 +04, 12.07 Tennaco Int. 144, 87 E 30 1004, 1084 0 +04, 12.07 Eurstom It 93 Luxfr 500 1004, 1034, +04, +04, 11.79 Eurstom 124, 97 Luxfr 500 1004, 1654, +04, +04, 11.79	
Norsk Hydro 12 90 E 30 1014 1024 -04 +04 11.53 Norsk Hydro 144 97 E 30 1074 1024 -04 +04 11.53 Eusbec 144 88 F 30 1074 1084 0 +04 11.24 15 OR France 151, 82 E 30 1074 1084 0 +04 12.21 15 NCF 111 85 E 30 967 877 -04 +04 12.20 17 11 85 E 30 967 877 -04 +04 12.20 17 17 18 18 18 18 18 18 18 18 18 18 18 18 18	D
Ausher 141- 89 F 30 105 116 -04 +04 12.21	et
SOR France 151, SZ E., 30 1074 1084 0 +04 13.89	
SNCF 111, 89 E 30 967, 877, -04 +04, 12.07	sh
Tenneco Int. 14% 87 E 30 100% 100% 0 +0% 12.00	ne
World Bank 11's 91 f 75 97's 98's -0's +0's 11.79	50
Euratom 11 93 LuxFr 500 102% 103% +0% +0% 10.44 Europarat 12% 92 LuxFr 500 100% 105% +0% +0% 11.59	l of
Europarat 121, 92 Luxfr 500 100% 105% +0% +0% 11.58	5 :
	do
FLOATING RATE	co
NOTES Spread Bid Offer C.dts C.cpn C.yld	
	Σį
8k. of Tokyo 51, 91 (e) 01, 1001, 1001, 10/6 91, 9.71 BFCE 81, 88	
BFCE 91, 88	
	BÇ
Calesa Nat. Telo, 514 90 014 9814 9874 21/16 9.56 8.61 CCF 514 95	ot
CCF 54 95 04 994 997 7/16 10.19 16.21 CCF 54 98 04 997 100, 24/9 8.94 9.54	CI
CCF 54 98 04 997 1007, 24/9 8.94 9.94 CEPME 54 88 WW 04 997 997 3/6 64 5.27	da
CEPME 54 92 04 991 997 16/6 8.84 9.96	č
Chemical NY 51, 94 101, 100, 100, 23/8 5, 9.81	
Credit Agricole 5% 97 0% 98% 100% 24/9 16 10.01	po
Credit Agricole 54 97 04 981 1001 24/9 10 10.01 Credit du Nord 54 92 . 04 967 991 23/6 104 10.21	cu
Credit Lucy 14 67 07 01 901 4001 440 40 00 40 00	ra
Credit Lyonnais 54 94 04 994 994 5/7 97 6.78	ca
Credit Net. 54 94 04 994 984 9/9 94 531	eff
EDF 54 95 XW 04 994 997 10/8 10 10.04	6h
Credit Lyonnais 54, 94 04, 994, 997, 5/7 97, 6/79 Credit Net, 54, 94, 04, 994, 994, 99, 94, 5/31 EDF 57, 95 XW 04, 994, 997, 10/8 10, 10, 00 Keneallis Geeks 52, 92, 04, 997, 1004, 6/S, 10,00, 10,05	
Long Term Credit 51, 02 01, 100 1001, 27/5 101, 10.11 J P. Margan 51, 97 301, 11001, 1001, 12/5 91, 5.45	m
J P. Morgan 54 97 304 11004 1004 12/5 94 5.45	1
New Zeeland 54 87 04 1004 1007 7/10 10.00 10 00	in
Credit Net. 51, 94 04, 991, 981, 9/9 91, 5 31 EDF 51, 95 XW 04, 991, 991, 10/8 10 10.04 Keneallie Geske 51, 92 04, 991, 1004, 6/5 10.00 10.05 Long Term Credit 51, 02 04, 100 1004, 27/5 104, 10.11 J. P. Morgan 51, 97 304, 11004, 1004, 12/5 91, 5.45 New Zeeland 51, 87 04, 1004, 1007, 7/10 10.00 10.00 NZ Steel Over 51, 92 04, 1004, 1007, 27/10 10.00 10.05 Nigopon Credit 51, 90 04, 1004, 1004, 10/8 82, 9,34	3.7
Niggon Credit 51, 90 01, 1001, 1001, 10/8 87, 9.84	

CCF 54 98	04	997	1001.	24/9	a.94	9.54	C
CEPME 54 88 WW	04			3/6	64	5.27	da
CEPME 54 92	04		997		B.94	9.96	C
Chemical NY 54 94	‡0 34	100%	1007	23/9	97	9.81	Ď
Credit Agricole 54 97	O.	98%	100%	24/9	1e -	10.01	
Credit du Nord 54 92 .			99		101	10.21	cu
Credit Lyonnais 52 97	04	90%	100%	1/10	16.00	10.08	1.9
Credit Lyonnais 54 94			997		974	6.79	ca
Credit Net. 54 94		994	98	9/9	91.	5 31	ef
EDF 51, 95 XW		39%	997.	10/8	10	10.04	6h
Keneallie Oceke 52, 92	0.		100		10.00	10.05	
Long Term Credit 54 02		100	100%	27/5	104	10.11	E
J P. Morgan 54 97 New Zeeland 54 87	30	1100%	100%	12/5	3,	5.45	1
New Zeeland 54 87	04				10.00	10 00	in
NZ Steel Oev 54 92			700%		10.19	10.15	
Nigpon Credit 51, 90	04		100%		974	9.84	a.
Scotland Int. 54 92			100%		9.94	e.91	23
Sec Pacific 5% 91			100%		10.06	16.06	W
Sociate Generale 5% 98		964	9814	1/9	2,5	9,55	ba
Stendard Chertd. 54 91	04	100	1007,	16/5	10,69	10.65	F
5weden 54 93	0,5	294	1003	3/8	10.18	16 15	
5weden 54 89	04	33,	100	26/8	84	5.98	ZII
Average price chan	925	On di	w e o	n wee	L O		A
biller					~ ~		G
CONTRACTOR					Ch-		ďυ
CONVERTIBLE		Cnv.			Chg.		
CONVERTIBLE BONDB		Cnv.	Bid	Offer		Prem	du
BONDB Automoto 5% 96	date 7/81	price	100		day	Prem 10.35	di Li K
BONDB Automoto 5% 96	date 7/81	price	100	1015	day +o		di Li
BONDB Alinomoto 5½ 96 Aridgesrone Tire 5½ 96 Cange 1 97	7/81 3/82 7/82	price 848 2 470 748-2	100		40' +0' +2'	10.35	di K A Pi
BONDB Automoto 5% 96	7/81 3/82 7/82	price 848 2 470 748-2	100 1151 786	1015 1163 1904	401 +21 +21	10.35 6.28 0.77 8.29	di IK APICI
BONDB Annomoto 5½ 96 Aridgesrone Tire 5½ 96 Caren 1 97 Funteu Fanuc 4½ 96 Hatchi Ceble 5½ 96	date 7/81 3/82 7/82 16/81 2/82	price 848 2 470 748.2 4431 515	100 1157 1851 1257 991	1014 1164 1904 1274	+01 +21 +21 +13	10.35 6.23 0.77	dink APICO
Annomoto 5½ 96 Aridgesrone Tire 5½ 96 Canen 1 97 Funteu Fanuc 4½ 96 Hitachi Cable 5½ 96 Hitachi Cred. Con. 5 96	7/81 3/82 7/82 7/82 16/81 2/82 7/61	price 848 2 470 748.2 4431 515 1612	100 1151 1851 1254 994 973	1014 1164 1904 1274 1004	+01 +21 +21 +13 +0	10.35 6.28 0.77 8.29 7.40 6 97	di KAPICIDA
Annomete 5½ 96 Annomete 5½ 96 Aridgesone Tire 5½ 96 Canon 1 97 Furteu Fanuc 4½ 96 Hitach Ceble 5½ 96 Hitach Cred Con. 5 Honda Motor 5½ 97	7/81 3/82 7/82 7/82 16/81 2/82 7/61 3/82	price 848 2 470 748-2 4491 515 1612 759 6	100 1157 1881 1257 991 973	1014 1164 1904 1274 1004 1154	+01 +21 +21 +13 +01 +17	10.35 6.28 0.77 8.29 7.40 6 97 4.92	dink APICO
Annomoto 5½ 96 Aridgegrone Tire 5½ 96 Canen 1 97 Fujiteu Fanuc 4½ 96 Hitachi Ceble 5½ 96 Hitachi Cred. Con. 5 96 Honda Motor 5½ 97	7/81 3/82 7/82 16/81 2/82 7/61 3/82 8/81	price 848 2 470 748-2 4491 515 1612 758 6 229	100 1153 1863 1253 994 973 114	1014 1164 1904 1274 1004 994 1151	+01 +21 +21 +13 e +01 +1'	10.35 6.28 0.77 8.29 7.40 6.97 4.92 27.49	dir KAPICUAT
Annomote 5½ 96 aridgescone 7 re 5½ 96 aridgescone 7 re 5½ 96 furteu Fanuc 4½ 96 http://dx.dex.org/10.25 96 http://dx.dex.org/10.25 96 http://dx.dex.org/10.25 97 kawaesk: 5½ 96 kumaga! Gum! 6½ 37	7/81 3/82 7/82 16/81 2/82 7/61 3/82 8/81 16/82	price 848 2 470 748-2 4491 515 1612 759 6 229 400	100 1157 788 1 1257 994 974 114 847 1181	1014 1164 1904 1274 1004 994 1151 864	+01 +21 +21 +13 e +01 +11 -01 +11	10.35 6.22 0.77 8.29 7.40 6 97 4.92 27.49 2.90	dir KAPICUATO
BONDB Annomoto 5½ 96 Aridgesone Tire 5½ 96 Canen 1 97 Furreu Fanuc 4½ 96 Hitachi Ceble 5½ 96 Hitachi Cred Cpn. 5 96 Honda Motor 5½ 97 Kawaeski 5½ 86 Kumagai Gumi 6½ 37 Kyewe Hakko 6½ 37	date 7/81 3/82 7/82 16/81 2/82 7/61 3/82 9/81 16/83 2/83	price 848 2 470 748-2 4491 515 1612 759 6 229 400 762	100 1157 788 1 1257 997 114 847 1181 1047	1014 1164 1904 1274 1004 1151 864 115	+01 +21 +21 +13 e +01 +11 -01 +11 +01	10.35 6.22 0.77 8.29 7.40 6 97 4.92 27.49 2.90 13.00	di KAPICIDA Ta
BONDB Annomoto 5½ 96 Anidogerone Tire 5½ 96 Canon 1 97 Furiteu Fanuc 4½ 96 Hitachi Ceble 5½ 96 Hitachi Cred. Con. 5 96 Honda Motor 5½ 97 Kawaeski 5½ 98 Kumagai Gumi 6½ 37 Kyewe Hakko 6½ 37 Marui 6 98	7/81 3/82 7/82 7/82 16/81 2/82 7/61 3/82 8/81 16/82 2/83 7/81	price 848 2 470 748.2 4491 515 1612 758 6 229 400 762 769 5	100 1153 1253 1253 973 114 847 1181 1047 125	1014 1164 1904 1274 1004 1151 864 115 1064 1264	401 +21 +21 + 12 + 12 + 12 + 12 + 12 + 12	10.35 6.28 0.77 8.29 7.40 6.97 4.92 27.49 2.90 13.00 7.00	di KAPICIDAITA
Annomoto 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone Tire 5½ 96 Fujitsu Fanuc 4½ 96 Hitachi Cebis 5½ 96 Hitachi Cred Con. 5 96 Honda Motor 5½ 97 Kawaseki 5½ 98 Kumagai Gumi 6½ 37 Marui 6 96 Minotta Camera 5 96 Minotta Camera 5 96	7/81 3/82 7/82 7/82 16/81 2/82 7/61 3/82 8/81 16/82 2/83 7/81	price 848 2 470 748-2 4431 515 1612 759 6 229 400 762 769.5 828.4	100 1157 1257 1257 994 977 114 847 1181 1047 125	10114 11634 1904 1274 1003 1003 1151 1063 115 1064 1253	+0% +2% +2% +1% +0% +0% +0% +0% +0% +0%	10.35 6.28 0.77 8.29 7.40 6 97 4.92 27.49 2.90 13.00 7 00 53.56	di KAPICUATO NA BETT
Annomoto 5½ 96 Annomoto 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone Tire 5½ 96 Annomoto 5½ 96 Annomoto 5½ 96 Annomoto 5½ 96 Annomoto 5½ 97 Kawaseki 5½ 96 Annomoto 5% 37 Kyewe Hakko 6½ 37 Marur 6 96 Minota Camera 5 96 Minota Camera 5 96	7/81 3/82 7/82 7/82 10/81 2/92 7/61 3/82 10/82 7/81 10/81 7/81	price 848 2 470 748-2 4431 515 1612 759 6 229 400 762 769-5 1714	100 115% 125% 125% 125% 114 84% 118% 125 86% 119%	1014, 1164, 1904, 1204, 1004, 1154, 864, 115, 1064, 1254,	+0% +2% +2% +1% +0% +1% +0% +0% +0% +0%	10.35 6.28 0.77 8.29 7.40 6 97 4.92 27.49 2.90 13.00 7 00 53.56 6.31	di KAIPI CUAI NA BETT DE SE
Annomoto 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone Tire 5½ 96 Canon 1 97 Hitachi Ceble 5½ 96 Hitachi Cred. Cpn. 5 96 Honda Motor 5½ 97 Kawaseki 5½ 98 Kumagai Gumi 6½ 37 Kyewe Hakko 6½ 37 Marui 6 96 Minotta Camera 5 96 Mundara 5½ 98 Nippon Electric 5½ 97	date 7/81 3/82 7/81 16/81 7/61 3/82 8/81 16/82 2/83 10/81 10/81 2/82	price 848 2 470 748-2 4491 515 1612 759 6 229 400 762 769.5 1714 765.5	100 115% 125% 93% 97% 114 84% 118% 125 86% 119%	1014 1164 1274 1274 1004 1004 1154 115 1064 1164 1164 1164	+01 +21 +21 +12 +11 +01 +11 +01 +01 +01	10.35 6.21 6.27 8.29 7.40 6.97 4.92 27.49 2.90 13.00 7.00 51.56 6.36	di KAPICUATO NA BETT
Annomoto 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone 197 Aridges 6½ 96 Aridges 6½ 96 Aridges 6½ 97 Aridges 6½ 98 Aridges 6	7/81 3/82 7/81 16/82 16/82 7/61 3/82 8/81 16/82 2/83 7/81 7/81 7/81 7/81 2/82 4/83	price 848 2 470 748-2 4491 515 1612 759 6 229 400 762 769.5 826.4 1714 795.5 964	100 1151 1254 994 974 114 847 125 864 1194 1284 974	1014 1164 1274 1004 1004 1151 1064 115 1064 1251 1164 1261 1164 1164	+01+21+14+01++01++01++01++01++01++01++01++01+	10.35 6.22 7.40 6.97 7.40 6.92 2.90 7.50 6.35 6.35 6.35	MIK APPORT
Annomoto 5½ 96 Annomoto 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone Tire 5½ 96 Huschi Ceble 5½ 96 Huschi Ceble 5½ 96 Huschi Cred. Con. 5 97 Kawaseki 5½ 98 Kumagai Gumi 6½ 37 Kyewe Hakko 6½ 37 Marui 6 96 Minotta Camera 5 96 Mundara 5½ 98 Nippon Electric 5½ 97 Nippon Electric 5½ 97 Nippon Ou Co 5½ 96 Nissen Motor 6½ 98	date 7/82 7/82 16/81 2/82 7/61 3/82 7/61 16/82 7/81 10/81 7/81 2/83 4/83	price 848 2 470 748-2 4491 515 769 6 229 400 769-5 828-4 1714 765-5 964 770	100 1151 1254 994 974 114 847 125 864 125 874 964	1015 1163 1904 1274 1005 994 1155 1064 1255 1164 1265 974	404 +24 +24 +12 +04 +04 +04 +04 +04 +04 +04 +04	10.35 0.77 8.29 7.49 2.90 13.70 13.70 6.35 6.35 5.89	du Ir K Ale Pir Cr U Ale Tr Da Sa Cr Da Sa Cr Da
Annomoto 5½ 96 Aridgestone Tire 5½ 96 Aridgestone Tire 5½ 96 Canan 1 97 Histori Ceble 5½ 96 Histori Ceble 5½ 96 Histori Ceble 5½ 96 Honda Motor 5½ 97 Kawasaki 5½ 96 Kumagai Gumi 6½ 37 Marui 6 96 Minotta Camera 5 96 Minotta Camera 5 96 Minotta Camera 5 96 Nigpon Electric 5½ 97 Nigpon 0/1 Co 5½ 98 Nigpon 0/1 Co 5½ 98 Nigpon O/1 Co 5½ 98 Olympus Opice 8½ 97	date 7/81 3/82 7/82 16/81 2/82 9/81 16/82 2/83 7/81 10/81 10/81 2/82 4/83 12/82	price 848 2 470 748-2 4491 515 1612 759 6 229 400 769-5 826-4 1714 769-5 964 1714 770	100 1153 1253 994 114 247 1184 125 884 1194 125 984 128 984 1194 128 128 128 128 128 128 128 128 128 128	1015, 1164, 1904, 1274, 1005, 994, 1151, 864, 1251, 1164, 1261, 11704, 971, 11705,	+01- +21- +11- e +01- +01- +01- +01- +01- +01- +01- +01-	10.35 0.77 8.29 7.49 2.90 13.00 51.56 6.35 5.89 7.97	du Iri K Ali Pir Cr U Ali Res Pir Dia Sa Cr Dia Ber Ber Ber Ber Ber Ber Ber Ber Ber Ber
Annomoto 5½ 96 aridgesone Tire 5½ 96 aridgesone Tire 5½ 96 true aridgesone Tire 5½ 96 true aridgesone Tire 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 97 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 97 true of 5½ 96 true aridgesone 5½ 97 true of 5½ 96 true aridgesone 5½ 97 true of	date 7/81 3/82 7/82 16/81 2/82 7/81 16/82 2/83 7/81 10/81 12/82 4/83 12/82	price 848 2 470 748-2 4451 1612 759 6 229 400 762 769.5 826.4 1714 770 1301 927 2	100 1153 1254 994 114 847 1184 1047 1284 974 964 1194 1194 1024 1024	1011 1163 1904 1274 1003 1151 1051 1151 1064 1287 1164 1304 907 1105 1105 1105	+01 +01 +01 +01 +01 +01 +01 +01 +01 +01	10.35 0.22 0.77 1.29 7.49 4.92 27.49	du Ir K Ale Pi Cr U Ale Be Fr Dis Sa Ch Be Pe
Annomoto 5½ 96 Aridgesrone Tire 5½ 96 Aridgesrone Tire 5½ 96 Fujitsu Fanuc 4½ 96 Hitachi Cebis 5½ 96 Hitachi Cred Con. 5 96 Honda Motor 5½ 97 Kawaseki 5½ 98 Kumagai Gumi 6½ 37 Marui 6 96 Minotta Camera 5 96 Minotta Camera 5 96 Murara 5½ 98 Nispen Motor 6½ 98 Nispen Opic. 8½ 97 Orent Finance 5½ 97 Symitomo Elect. 5½ 91	date 7/81 3/82 7/82 16/81 2/83 2/83 16/81 10/81 7/81 10/81 12/82 4/83 4/83 12/82 3/82 3/82	price 848 2 470 748-2 4451 515 1612 758 6 229 400 762 769-5 826-4 1714 770 1331 954 770 1331	100 1153 285 934 97 114 847 1181 1047 125 861 1192 1281 961 104 961	1015 1162 1274 1274 1064 1151 864 1151 1064 1261 1261 1704 1705 1065 1065 1065 1105 1065 1065 1065 10	+01- +21- +21- +21- +11- +01- +01- +01- +01- +01- +01- +0	10.35 0.22 0.27 7.6 97 4.949 2.90 13.00 7.56 5.31 6.38 7.97 9.17 9.29 9.29 9.29 9.29 9.29 9.29 9.29 9.2	MIK ALI PICTURAL TO ALI PER BER PER LY
Annomoto 5½ 96 aridgesone Tire 5½ 96 aridgesone Tire 5½ 96 true aridgesone Tire 5½ 96 true aridgesone Tire 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 97 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 96 true aridgesone 5½ 97 true of 5½ 96 true aridgesone 5½ 97 true of 5½ 96 true aridgesone 5½ 97 true of	date 7/81 3/82 7/82 16/81 2/82 8/81 16/82 2/82 2/82 4/83 4/83 12/82 3/82 3/82 10/81	price 848 2 470 748-2 4491 515 1612 759 6 229 400 762 769-5 826-4 1714 795-5 964 770 1331 927 2 577 3	100 1157 1257 1257 1257 114 247 1184 125 125 125 125 127 126 1027 104 1027 104 1027 104 1027 104	1011 1163 1904 1274 1003 1151 1051 1151 1064 1287 1164 1304 907 1105 1105 1105	+01- +21- +21- +11- +01- +01- +01- +01- +01- +01- +0	10.35 0.22 0.77 1.29 7.49 4.92 27.49	du Ir K Ale Pi Cr U Ale Be Fr Dis Sa Ch Be Pe

nciel Times Ltd., 1983. Repreduction In eny form not permitted without Deta eugofied by OATASTREAM Inten

Inqued Bid Offer day week Yield EUROBOND TURNOVER (nominal value in 5m)

Ceuca	CICAL
4,563.1 5,085.2	10,125.2 11,982.4
1,428.0 1,344.0	954.9 729.1
	4,563.1 5,085.2 1,428.0

· Ne Informatien availableprevious day's price.

† Only ooa market makar supplied a price.

STRAIGHT BONDS: The yiald s the yiald to redamption of he mid-price; the amount issued in millions of currency units mcapt fer Yen boods where it is n billioos. Changa on week= hange over prica a week

FLOATING RATE NOTES:
Denominated in dollars unless etherwise indicated. Coupon shewn is minimum. Cdta=Date next coupon becomes effective. Spread=Margin above six-month offered rate (t three-mooth; s above mean rata) for U.S. dollars. C.epn = The current coupon. C.yld = The current yield.

CONVERTIBLE BONDS: Denominated io dollars uoless otherwisa indicatad. Chg. day=Cbsoge en day. Cnv. date=First data for conversion into shares. Cov. prica=Nomioal ameunt of bond per share expressed in currency of share at convarsion rate fixed at Issue. Prem=Percantage premium of tha current effectiva price of acquiring shares via tha bond over the most recent price of the shares.

The list shows the 200 latest shares via the bond over the most recent price of the shares.

The list shows the 200 latest interoational bonds for which an adequate secondary market axists. The prices ovar the past weak ware supplied by: Krediet bank NV: Credit Commarcial de France; Credit Lyoooais; Commarchaok AG: Deutsche Bank AG; Westdeutscha Landesbank Girozeotrale: Banque Ganarale du Luxambourg SA: Banqua Internationala Luxembourg: Kr a di a th a n k Luxambourg: Kr a di a th a n k Luxambourg: Kr a di a th a n k Luxambourg: Kr a di a th a n k Luxambourg: Credit Suisse/Swiss Credit Bank: Unien Bank of Switzarland: Akroyd and Smithers; Bank of Tokyo Internatioosl: Chasa Manhattan; Citicorp Iotamational Benk; Credit Commarcial de France (Securitles) London; Daiwa Europe NV: Deltec Sacuritles (UK); EBC; First Chicago; Goldman Sachs International; Corporation: Hambros Bank; IBJ Intarnational; Kuddar Peabody International; Merrill Lynch: Morgan Stanlay International; Nomura International; Orlen Royal Baok; Robert Flemiog and Co.; Scandinavian Bank; Societe Generate Strauss Turabuil; Suminomo Fioance International; S. G. Warburg and Co.; Wood Gundy.

Closing prices on April 28

Closing prices on April 29

Portals-15 years of broken profit grov

Record sales and profits in 1982 were earned by persistence and innovation...There were very few windfalls...We sell our products in 150 countries of the world...Despite over-capacity in our industries, which makes winning orders difficult, most of our companies started 1983 in good shape.

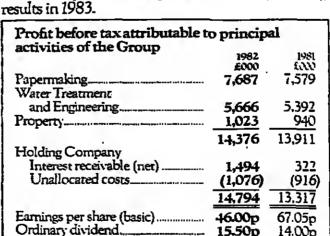
-Julian Sheffield, Chairman

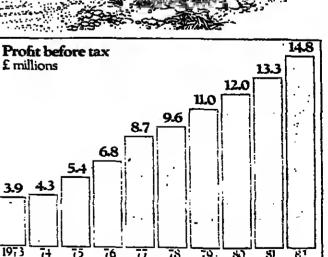
Water Treatment & Engineering Division Turnover increased 10% from £106m, in 1981 to £116m.

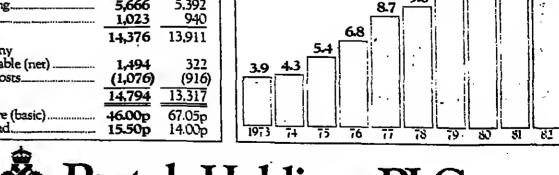
in 1982. Trading profit rose from £5.4m. to £5.7m. Some companies specialising in water treatment produced excellent results and the majority reasonable levels of profit. Our engineering companies lost money. We anticipate considerable profit growth from this division.

Papermaking Division

Sales increased from £40m. to £46m. but profits before tax were similar to 1981. International competition put margins under pressure. However, continuing capital investment and product improvement should enable this division to produce acceptable









Copies of the 1992 Report and Accounts are available from: The Secretary, Laverstoke Mall, Whitchurch, Haires RG28 TNE

Tenfold increase in ENI net deficit for 1982

BY RUPERT CORNWELL IN ROME

energy agency, set the seventh chief executive in only five years—also blamed the and nuclear activities announcing a net loss of placed on the group for political notices. In practice ENI has had to the seventh chief executive in (L230bn compared to L132bn) announcing a net loss of placed on the group for political notives.

Basic oil production and refining business were affected by the lira's weakness against 1931's losses of the dollar and tight Govern. owned energy agency, set the seal on a wretched 1982 by announcing a net loss of L1.737bn (\$1.2bn)—more than 10 times greater than 1981's L170bn deficit.

Part of the explanation lies in the costs incurred by the ending last year of ENI's agreement with Occidental Petroleum in the chemicals field. But on an operating basis the deficit of the chemical division in 1982 rose to L700bn from L464bn.

Li70bn deficit.

The record loss principally reflects the group's enduring problems in the chemical sector. Part of the explanation lies in the costs incurred by the ending last year of ENI's agree. 1970s.

At the end of 1982 total indebtedness had reached a record level of L19,119bn, while consolidated sales rose by only division in 1982 rose to L700bn from L464bn.

Sig Franco Reviglio, chairman of just three months—and minerals and metallurgy

the dollar, and tight Govern-

the dollar, and tight Government controls on pump prices. As usual the few bright spots came from the specialist engineering subsidiaries like Snamprogetti and the pipeline concern Saipem.

Sig Reviglio disclosed that total investment by the group reached L4.636nn last year. Investment in Italy alone jumped 45 per cent to L3.247nn. Chemicals absorbed L4.96bn of new capital spending. Total depreciation reached L2.802hn.

Olivetti lifts profits and payout

BY OUR ROME CORRESPONDENT

OLIVETTI, Europe's largest office equipment manufacturer, Lessin in 1981, while sales, as development rose to L118bn in parent company net profits for 1982 and higher dividends year's consolidated accounts, for its various categories of which are still being audited, shareholders. It described its show 8 sales increase of nearly annual financial statement as "one of the best achieved by the company."

Ordinary and preference L98.5bn a year earlier, allocations for research and development rose to L118bn from L103bn in 1981, the company said.

The company was at pains to demonstrate the improvement since 1978, when Sig Carlo de Benedetti he company."

Ordinary and preference from L98.5bn a year earlier, years the ratio of net income

in the we drive to might the at 35.5 P. want 35 P. want 35 P. want 35 P. want 36 P. want 46 P. orkers m.k.

anks de:

haures g

B 14 3 %

🕠 hani t-

To post ut

d 15.

13.3

1.0

the company."

Ordinary and preference shareholders will receive L200 per share, compared with L180 for 1981 and L140 for the 1980 financial year. Holders of convertible savings stack will clienternational economic recession. vertible savings stock will receive a dividend of L220.

Olivetti reported that gross Series a dividend of L220. profits reached L328bn, up from including Net profits of Ing. C. Olivetti, L280bn in 1981. Depreciation advanced the Italian parent, rose to took L94.5bn (L62.2bn), while L113bn in

years the ratio of net income plus depreciation to total revenue had risen to 12 per cent from 5.5 per cent in 1978, while company stockholders equity, including retained profits, had

ROCKWARE 回

- Rationalisation beginning to produce benefits
- Export impetus from reduced value of Sterling
- Imports now much more expensive
- Lower interest rates now significantly help
- To conserve cash this year no dividend declared

"If the long awaited upturn in the economy begins to show itself in the second half of the year, this should have a beneficial effect on the markets in which we operate. Given a modest improvement in the market and a return to more realistic pricing levels over the medium term, the Group will see a marked upward trend and a return to acceptable

J. H. Craigie, Chairman

Summary of Results

Continually or trooding		
	Year ended 26 December 1982	Year ended 27 December 1981
	£000	£0003
Sales	141,753	161,580
Profit before taxation	605	899
Earnings per share before Extraordinary items	2.88p	2.61

ROCKWARE GROUP plc

Copies of the 1982 Annual Report and Accounts may be obtained from The Secretary, Rockware Group plc, Rockware House, 17/21 Victoria Street, Windsor, Berks SL4 1HG

This advertisement complies with the requirements of the Council of The Stock Exchange. It does not constitute an offer of or an invitation to subscribe for or purchase any securities.

BELL CANADA ENTERPRISES INC. (incorporated under the laws of Canada)

Following a reorganisation of the Bell Canada group of companies, the 190,910,547 Common Shares of Bell Canada Enterprises Inc. ("BCE") have been admitted by the Council of The Stock Exchange to the Official List in substitution for the 190,910,547 Common Shares of Bell Canada. Particulars of BCE are available in the Extel Statistical Service. Details of BCE and the reorganisation may be obtained during normal business hours (Saturdays excepted) up to and including 17th May, 1983, from:-

W. Greenwell & Co.,. Bow Bells House, Bread Street, London EC4M 9EL.

3rd May, 1983

STAKIS plc are pleased to announce that

they have been granted a icence under The Gaming Act STAKIS REGENCY CLUB

61-68 Russell Square, Logalon WCI Tel: 01-833 1881 vhich will open at 7.00 pm on Twesday, 10th May, 1963 Entrance in the club is permitted only to members

and their huna fide guests.

STAKIS REGENCY CASINO **CLUB**

61-46 Russell Square

Granville & Co. Limited

(formerly M. J. H. Nightingale & Co. Limited) 27/28 Lovar Lane London EC3R SEB Telephone 01-621 1212

Over-the-Counter Market

£000°a			Change				Fully.	
capitalisatio	о Сомралу	Price	Do week			Actual	texed	٠.
4,485	Ass. Brit. Ind. Ord	134	· —·	5.4	4.8	7.8	10.2	
	Ass. Srit Ind. CULS	152	. +1	10.0	66	-		
3,589	Airsprung Group		4 —	6.1	. 9.8	17.7	17.7	
750	Armitage & Rhodes		_	4.3	14.3	3.3	.5.2	
19,858	Bardon Hill	326	+5	11.4	3.5	13.7	17.2	
1,813	CCL 11pc Conv. Pref.	145	+2	16.7	10.8		_	
3,320	Cindico Group	210	_	17.8	8.4	_	_	
3.869	Deboreh Services		· -1	5.0	12.0	3.3	8.8	
5.511	Frank . Horsell	974	+ 1		-	8.1	8.7	٠:
2,011	Frank Horsell Pr Old 87		+ 5	8.7.	9.0	10.7	11.4	
8,957	Frederick Parker			7.1		3.9	62	
627 ·	George Blair	34	_	· ·		5.8	12.3	
3,127	Ind. Precision Castings	77	+1	7.3	9.5	9.9	12.4	_
3,127	Isia Conv. Pref	166	÷Ζ	15.7				-
3,984	Jackson Group	148	+2	7.5	6,1	4.5	8.3	٠
3,894		218	+.4	9.6	4.4	15.8	17.8	
29,812 .	Jarmes Burrough	152	-	20.0	13.2	1.7	24.1	
1,377	Robert Jenkins	89	-2	5.7	6.3	9,0	10.8	٠
3,540	SCRUTTONS "A"	- 63	-		40.0	515	1940	

nista 25 ings 87

Horten's sales show recovery

HORTEN, the West German retail stores group, has reported an encouraging upturn in sales so far this year after a struggle to maintain its performan

Parent company sales revenue in the first four months of this year reached DM 925m year reached DM 925m (\$375.3m), an increase of 6.1 per cent on the same period a year

However, Horten said that it would omit a dividend for last year even though it had made a profit. The management pro-

strengthen the group.

Sales revenue last year fell 1.1
per cent to DM 2.84bn. The group
described last year as a "year of
crisis" characterised by a distinct recession in consumer spending In the first two months of this

year, however, sales revenue had gone up by as much as 7.7 per cent and its profit was considerably better than in the same period a year ago. Horten said that it proposed to

change its accounting year to start in March rather than January. This would provide an opportunity for the effects of pos Christmas trading to be properly reflected in each year's accounts. Profit from January and February this year would also be used to strengthen the group, rather than for dividend pur-

West German retail stores in general are hoping for an uplift in business this year, but a great deal depends on whether the much-discussed economic recovery in the country becomes more

widely based.
Although there are signs of an improvement in some sectors, notably building, consumers are

still showing some caution. The big stores have been taking steps to streamline their op-erations and cut costs. The Hertie group, for instance, has just embarked on a determined effort to end the 10-year saga of losses from its Bilka stores.

Telerate up 67% in first half

By Paul Taylor in New York

TELERATE, the U.S. computerised financial information service, yesterday reported a 67 per cent increase in earnings in the six months to the end of March.

Last week the company, in which Britain's Exco money broking group has e 49 per cent stake, was valued at over \$300m when its shares were traded on the New York stock exchange for the first time.

Telerate reported that it had net earnings of \$8.2m or 21 cents a share for the six month period, compared with \$4.9m or 12 cents a share in the same period last year on revenue which increased from \$18.7m to \$29m.

Ford Australia makes record A\$66m profit

By Michael Thompson-Noel in Sydney

FORD AUSTRALIA has reported a 1982 net profit of A\$56.3m (U.S.\$57.7m) against 1981's previous record profit for an Austra-lian car maker of A\$49m.

Sales were A\$1.3hn and the pre-tax profit A\$120.7m, against A\$87.7m the previous year. The company, however, cut the dividend paid to its U.S. parent from A\$38.8m to A\$35.3m.

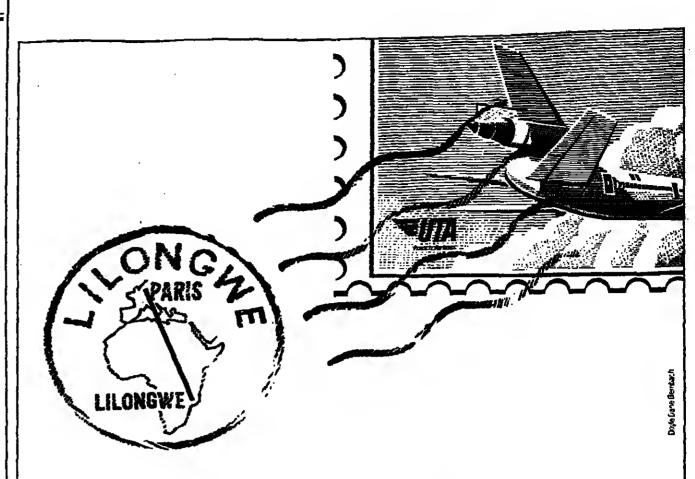
Ford was the market leader in Anstrelia last year, its buoyant profit contrasting with a loss of A\$134.7m at General Motors-Holden (GM-H), one of A\$12m at Mitsubishi Australia, and a six month's loss of A\$6.9m for the December half year at Australian Motor Industries, the passenger vehicle arm of Toyota Australia.

Sir Brian Inglis, the managing director for Ford Asia-Pacific, said last autumn that Ford Australia was planning A\$500m worth of capital spending over

the next five years. In Ford's view, the Australian vehicle market this year should total about 565,000, against last year's record 616,000 vehicles. Car sales this year are expected to total 412,000, with Ford aiming for about 23 per cent, the same as GM-H.

Mr Bill Dix, Ford Australia's managing director, predicted that the company would contin-ue to do well, provided that the current mood of industrial cooperation between employers and unions held good.

However, profit in 1983 is likely to be lower than last year's with local car makers lighting against inflation, unemp and reduced (leet sales.



THE NEW WAY TO MALAWI **WITH UTA FRENCH AIRLINES** FROM 30TH OF MAY.

EVERY MONDAY TO LILONGWE, CAPITAL OF MALAWI.

UTA French Airlines, Europe's largest independent offers more international flights to Africa than any other airline. Already established in 26 major cities in Africa, UTA French Airlines now adds Malawi, another key destination, another growing market for businessmen in Europe.



THE INTERNATIONAL LANGUAGE OF FLYING AND FOOD IS FRENCH: FLY THE BEST OF BOTH WITH UTA.



When you are ready to expand your share of interna-

tional trade – particularly with South Africa - call Nedbank. The only South African-owned bank experienced in international finance. A commercial bank with assets of \$9000 million. A force in South African banking.

nancial markets of the world. Nedbank was est-

ablished in South Africa in 1888 and today has more than 200 offices in that country. Nedbank's London branch has been in operation since 1906. This year Nedbank opened its New York branch.

Head Office: 81 Main Street, Johannesburg, 2000. South Africa. Telex: 8-7547. • London Branch: Nedbank House, 20 Abchurch Lane, London, EC4N7AD, England. Telex: 886208. • New York Branch: 535 Madison Avenue, New York, 10022, USA. Telex: 239815 • Representative of fices in Frankfurt and Zurich.

Nedbank Limited Registered Commercial Bank

Will distributor Waldron get the carpets rolling?

WHEN dealings begin in MCD Group this morning Mr George Waldron will be a happy man. Six years ago after a difference of opinion, he left Gainsborough Distributors, where he had risen to be a director following 22 years with the company.

Pars with the company.

His speciality was carpet distribution and so it was natural he should set up Midland Carpet Distributors and that he should set it up in Kidderminster, not only one of the centres of the British carpet industry but also his own home territory.

Within 10 months he had bought part of Gainsborough and in the five years since then he has built MCD, though aggressive marketing and a sharp eye for an acquisition, into a company with a turnover of £20.69m and pre-tax profits of £623,000. and pre-tax profits of £623,000.

and pre-tax profits of £623,000.

Much of his success, he claims, has come from being able to sort out companies. "When we took over Rolfe and West, in Manchester, they were doing £300,000 a year. With a little reorganisation they have come right and we are now looking for £3m.

"We have never bought any company unless we think we can contribute something to it. Generally, we can improve management by example and training and get a better product range, storage and handling facilities."

On a winner

It is this ability to improve lacklustre concerns which makes Mr Waldron believe he is on a winner with Trafford Carpets, which he has used as a reverse

which he has used as a reverse bid to obtain a quote.

Trafford bought the entire share capital of MCD on consideration of the issue of 12.5m new ordinary shares fully paid to the existing sbareholders of MCD. Then, a week ago, Traffurd changed its name to MCD Group, the company in which dealings MCD. Then, a week sgo, Traffard changed its name to MCD Group, the company in which dealings begin this morning.

"Wherever we go we put in a three-man team"—in this case himself as chiof executive, to gether with two other MCD directors. In addition, he has

waldron says, "but our financial advisers, Robert Fleming, found that a number of institutions were interested in us and so we placed 25 per cent of our shares with the institutions and this gives us an enormously important platform for future growth."

However, for Mr Walron to succeed he has to master a business which is largely new to him. The old MCD was a distributor, and mainly of turited carpets, to the small-to-medium size shops. Trafford is a producer of Axminster and Wilton woven carpets, largoly wool.

Trafford is a producer of Axminster and Wilton woven carpets, largoly wool. unlisted securities market," Mr recruited a former GKN finance hit tho whole textile trade."

It is that recession, or the end of it, which could help Mr Waldron. Carpets is one of the sectors which appears to be coming out of the recession first and with good strength in the contract market, which largely concerns offices, botels and shops, it is well placed to take advantage of the upturn.

Heavy fatalities

the upturn.

fairly soon.

Not sleepy

had something to announce

Trinkaus & Burkhardt, the

West Germany private bank and a member of the Midiand Bank

Group, reports business volumo np by 5.5 per cent to DM 5.6bn (£1.6bn) for 1932.

Midland offshoot

Can be succeed in an industry where there bavo been beavy fatalities and in which cheap imports are playing havor with But as Mr Waldron says: "this is just e new beginning. We are not a sleepy company and we shall be looking to expand our distribution business as well."

Carpet distribution calls for the warehouse to be near the customer, ideally within about 60 miles. MCD is strong in the Midlands, Lancashire and South Wales but has gaps in the rich South East, Yorkshire and the North West. Those are the areas Mr Waldron is looking at and it would not be e surprise if he had something to announce Trafford's turnover has dropped from £4.02m in the year to end March, 1979, to £2.38m last year, March, 1979, to £2.38m last year, and in the nine months to last December sales had rouched £2.06m. On this, accumulated losses of £311,000 were made in 1980 and 1981, but there was a small profit of £44,000 in 1982 and £41,000 in the nine-month period to last December.

period to last December.
The former directors of Trafford, dominated by the Marsh family living in Lancashire and all non-executive, had come to the conclusion that an indopendent company could not provide shareholders with an attractive loog-term investment.

as its organic growth prospects were limited. Mr Waldroo is convinced his Mr Waldroo is convinced his management style will be suffi-cient to turn the company round —so convinced that be sees no redundancies among Trafford's 139 staff.

Intl. Income Property placing

Sun Life

to £421m.

ment expenses.

Hampton Gold

assets up by

over £400m

Sun Life Assurance Society rose by more than £400m during 1982 from £1.76bn to £2.18bn. Tho long-term funds increased from £1.34bn to £1.75bn and the

investment reserve from £407m

As already reported, after tax

profits for 1982 rose from £6.47m to £7.73m and the dividend was

lifted by 21.8 per cent to 13.4p.

The \$17m rights issue by Hampton Geld Lining Areas of 10.493,120 shares at 2 price of 162p or A\$2.80 per share, has been subscribed to the extent of 9,807,829 shares (93.5 per cent).

The balance of 685,291 shares have been subscribed and placed at 180p per share.

International Income Property Inc. (IIP), a U.S. commercial property investment company, is coming to the London Stock Exchange by way of an offer for sale and a placing to raise around £12m. This will be the first full listing on any stock market for the company which is headed by 1?? Gerard J. Dusseldorp, 12.2 founder and chairman of Lend Lease Corporation, Australia. The offer and placing, being bandled by UK merchant banker S. G. Warburg and Co, involves 2m 1 cent common shares at, 0r near £6 each representing 22.2 per cent of the enlarged share capital. The placing of a proportion of the shares is yet to be announced shares is yet to be announced shared an announced share announced share

Key Markets deal sealed

FITCH LOVELL shut the Key Markets door firmly on Linfood at the and of last week whan it completed the sale of its 106 supermarkets to Safeway Food Stores. Linfood recognised that it would be "battering its bead against the wall" if it persisted with a frontal approach for new negotiations. regotiations.

There are, bowever, increas-There are, however, increasingly few plum opportunities to achieve worthwhile expansion in the highly competitive UK food retailing sector, and Limfood will be expected to maintain a keen interest in Key Marksts as long as the fir i conditions of the sale to Saleway remain to be fulfilled.

The two outstanding require-Premium income for the year rose only marginally from 2267m to £272m, while investment income climbed from £144m to £163m. There was a marked increase in claim payments, commission and manage-

The two outstanding requirements are a clean bull of health from the Office of Fair Trading and the approval of Fitch share-bolders at an extraordinary

Sir Gordon Bowrie, the direcsir Gordon Borne, the direc-tor-general of the OFT, is now preparing to advise Lord Cock-field the Trade Secretary, on the report the Minister has received from the Monopolies Commis-sion following an investigation into the £75m bid last October by Linfood for Fitch Lovell

In addition, the OFT is now holding discussions with Fitch

and Safeway about the £34.8m Key Markets' deal and there is a chance that this disposal, too, will be referred for a Monopolies examination. The stock market is almost unanimous in its view that the Commission has recommended that the initial Linfood offer for Fisch with be allowed to proceed but without Key. offer for Fitch will be allowed to proceed but, without Key Markets, Fitch's attractions would be considerably diluted.

Linfood cannot, in the meantime, put a realistic price tag on key Markets without the detailed information on the subsidiary's trading performance and property base which was presumably supplied to Safeway. However, Fitch will be expected to provide more data on Key Markets in the circular it despatches to its shareholders prior to the extraordinary meeting.

FT Share Information

The following securities have been added to the Share Information Service: Canvermoor (Section: Foods). Ewart New Northern (Property). V.W. (Engineering).

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock exchange. Such meetings are usually seld for the purpose of considering dividends. Official indications are not wealable as to whether the dividends are interims or finale end the subdivisions shown below ere based mainly on least year's directable.

Ponce.
Finals:—Associated Leieure, Bonus-bond, Foseco Minsep International, French Kier, Jenks and Cattell, Mid-land Merts, Roberts Adlard, Tootal, Ward White.

FUTURE DATES

SHARE STAKES

G. Wills and Sons—On Ap.2. 25 Aitken Hume Holdings to gether with its subsidiary Aitket Hume Investments and dictients, sold a total of 1.55m ordinary shares representing 25.71 per cent of the issued share capital. As a result, neither the company, Aitken Hume Investments, nor any of Altken Hume Boldings clients has a notifiable interest. interest.

The Ballie Gifford Japan Trust
--National Employers' Mutual
General Insurant: Association has acquired 555,000 ordinary shares (5.55 per cent).

Bodycote International-J. C. Dwek, a director, has disposed of 45,000 ordinary shares reducing total holding both beneficially and as trustee to 1.95m shares (24.72 per cent).

Marshall's Universal — ESAL (Commodities) has increased holding by 519,000 ordinary shares to 1.05m. shares to 1.05m.

BPM Holdings—R. P. R. Hiffe, a director, is beneficially interested in 315,939 ordinary, 215,975 A ordinary, and has a non-beneficial interest as a trustee in 200,000 ordinary 371,556 A ordinary and 4.47m B ordinary. M. S. E. Carpentel is interested in 200,000 ordinary and 194,390 A ordinary. P. R. Davies is interested in 232,000 A ordinary. S. T. Gray is interested in 200,000 ordinary and 371,556 A ordinary. J. D. Hiffe is interested in 57,000 ordinary and 232,375 A ordinary.

GRA Group—Seaforth Invest-ments Gibraltzr, now bolds 4.427,000 ordinary (10.33 per cant).

Brockhouse — Caparo Industries has purchased a further 250,000 ordinary shares raising holding to 1985m (11.54 per

Hunterprint Group—Gresham Investment Trust, through 2 wholly-owned subsidiary on April 26 disposed of 557,022 shares and is now interested in 2.2m shares (26.6 per cent). Vaux Brewerin-P. D. Nicolson and P. E. R. Vaux, directors, as trustees have transferred 36.500 ordinary shares and also sold 1,570 ordinary from their joint trust holdings.

TR City of London Truet Pearl Assurance bolds 3.01m de-ferred stock units (6.3 per sent). The West Coast and Texas Regional Investment Trust— Colonial Mutual Life Assurance Colonial Mutual Life Assurance Society and its subsidiary Colonial Mutual Life (Pension Annuities) bave disposed of 567.500 ordinary shares.

Padang Senang Rubber—Wan Hin Investments has acquired 70,000 stock units increasing bolding to 616,500 (12.45 percent).

Bank of Scotland balance sheet shows 22% growth

BY ALAN PRIEDMAN, BANKING CORRESPONDENT

The Bank of Scotland's annual report and accounts, published today, also show total advances to customers at £3.50n, up from £2.50n at the and of the 1951-52 fromchal year. International loans account for around 20 per cent of the £3.20n total. It is understood that the

bank's percentage of current

THE Bank of Scotland's balance sheet grew by 22 per cent last year and total asset swere £5.3hm at February 28.

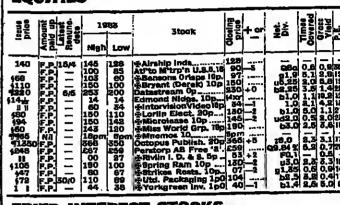
The Bank of Scotland's annual report and accounts, published today, elso show total advances to customers at £3.3hm, up from £2.5hm at the and of the 1951.82

The bank's bad debt provisions increased last year from £15.4m to £27.1m and pre-tax profits were 2.1 per cent lower at £46.4m.

٠.

FORWARD RATES AGAINST STERLING RECENT ISSUES

EQUITIES



FIXED INTEREST STOCKS

Issue price	Amount paid up	atest enune date	19	83	Stock	Otosing price B	+ 01
	₹8	72	Nioh	Low		94	<u> </u>
-	F.P.		190p	115p	Bifurcated Con. Cum. Red. Pref. 91-93	150,	
77100	NII	1 — 2	DODW I	Prisow	#Booth 10% Gon. Uns. Lr. 1990	100	
- 1	£30	_		104	Bristol 1112 po Red. 3018	341	7
-54	£20	20.4	100	95	Brooke Tool 17% Conv. Cum. Prf. 90p.	100	1
.77	F.P.	2012	1700	10oom	Eastern Prod. 101% Con.Uns.Ln. 97-2002	12ppn	
1100 5101	£10		12	1114	Folkestone&Dist, Water72'Red,Pref.'89	114	i
13		50/6	38	241.	Hambres Inv. 6-17% Stpd. Deb. 2018	1 07	+ 4
ий	F.P.		200p	: 1300	Mintervision 7% Cav. Red. PT	172AB	
_		l –	1008	88	Nationwide Edg. 805. 1114% Eds. 19/6/84	1000	P
_	_	—	1005	100水	Do. 114% Bds. 9/4/84)1005e	
_	_	-	1004	100	10HX Bds. 80/4/84	100,	****
Ħ	F.P.	80\2	15 hp	ł 11n	Newman Inds. 10% Cm Cnv Red. Prf. 10p	100	
44	F.P.	1 -	103	1003	NewThrogmortonTst_(85)12,6pcD,2006	1003	J
32.89	£50		201 ³	301a	New Zealand 1114 2008	30.2	
497,174		6/5	287	1 3834	Partion (8) 102 Unit Ln. 2007	30	
98.782		-	8675	6819	Securities Trust of Scotland 122 2005	207	
99,770		1	1 20	80	Sunderland 1143 Red, 2008	1,512	,
4100	F.P.	9/6	108	(1014	Sutton Dist, Water 72 Prof. 1968 Tomatin Distillers 7pg Cum. Cnv.Prof.	Tinn.	
	MI		rabbu	ios Billi	Trafford Park Est, 114% 2007/11	1 355	
198,571		_	12-	1050	Wellman Eng. 10% Cum. Irr. Conv. Pret	1111	1
100	F.F.		1 -Ap	resp	Administration and court into constitution	,	,, ,

"RIGHTS" OFFERS

	leatte	TO IT	Rer	test ung.	19	85	Stock	Closing	+0
1	price	A.	•	uto M	High	Low		5	
9	78		12/4		94	84	PAidcom int. 10p		(1
6	65	F.P.	26/4	3/6	106	97	58R 10p	104	}+ #
6-	10.	F.P.	8/4	20/5	· 154		Bluemet Bros	198	<u> </u>
9	155	F.P.	e _M	31/5	206	175	Brit. Oar Auctions 10p		1 -
	220	F.P.	28/4	8012	310	270	Collins (William)		2
	176	F.P.	284		270	220	Do, A	269 50	1
1	45	F.P.	304	0/6	53	49	Comben Grp. 10p		Lorg
9	42	NII	1 -	_	16pm	Supp	Combined Took, 10pm	39pm	1.
ñ	86	NII		_	oppm	OF-DIT	Dubiller Sp	95pm	
	126	NII	200	24/5	1 25 pm 1 25	251g	East Rand Cons. 100		L-2
O.	22	F.F.		24/0					
6	14 e5	NII	184	16/5	116		Edmond Hids, 10p,	112	+2
4	386	F.P.	764	27/5	630	522	Flaons £1	630	+2
3]	168	F.P.	11/6	10/6	186	162	Goers Gross 10p		+2
	20	F.P.	12/4		51	40	Guinness Poat	46	1
-	169	F.P.	27/4	18/8	198	168	Hampton Gld Mining 10p		+4
1	960	F.P.	10/4	18/6	834		Harris Queensway	334	1
1	198	NII	1201		48pm		Timmediate Business 19p.		1-6
. 1	Ir£0.98				98	92	Irish Distillers		
<u>'ı</u>	196		20/4	17/6	750	210		887	-1
-	110	F.P.	BUTT	1770	195		Leisuretime int. 10p		
	140	F	28/8	6/5	194	168	Magnot & Southerns		
0	990	NII	20/0	0,5	115pm		Mills & Allen		+6
3	176	F.P.		=	248	224	Mowiem (J)		171
n	A\$1,60	P.P.	284	20/5	115	67	Morth B. NIR GOG	100	
g	1,25	Nii	100	2010	174pm		Norton (W.E.) 1p	101gpm	1:1
ë	-,20	NII	1 =	=	143 pm	10nm	Shaffield Brick	100m	
	390	NII		_	58pm	40pm	Standard Chartered Bank&1	SSOR	
0	eï	F.P.	28/0	6/6	100	07	Yelor,	100	1
t-	140	NII	1	-	115pm	106pm	Warehouse Gp	185рп	
e	10		96/4	27/5	2510	02	Whittington Int'l	23	1-i
e					-		1		-

PENDING DIVIDENDS

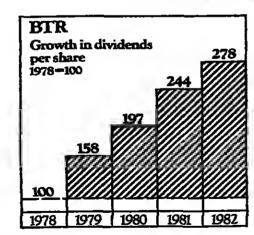
Dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following table. The dates shown are those of last year's announcements except where the forthcoming board meetings (indicated thus) have been officially notified. Dividends to be declared

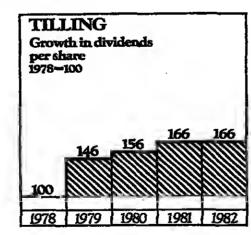
mus-) nave been	Oluciany non	med Dividends to	De declared
will not necessarily	be at the	amounts in the col	umn headed
"Announcement las	t year."		
	Announce-		A
Date	mont lest	-	Announce-
Cau	Ages,	Date	ment lest
AE	Interim 0.8	Hard-one and	Appl.
AS Foods May 24	Final 2.9	Harrisone and	C
	Tirlot 2.5	CrosfieldJune 2	
*Akroyd end		Heath (C.E.) May 18	3,Q lankt
SmithersMay 9	Interim 4.0	Nickson and	
Affied Irish		WelchJune 0	nterim 2.5
BankMay 26	Final 5	ICLJune 7	in miretal
Allied LyonsJune 2	Finel 3.5	°1лсьсире May 10 Johnson Firth	Final 11.0
Angle Am Con.		BrownJune 11	1-00-0
of SAJune 1	Finel 750	*Land	interim sii
Assoc. Paper		SecuritiesMay 19	Final 0.65
Industr May 11	Interim 1.0	London and	441MH 0.00
*Aust. and NZ		NorthernMay 19	Pinal 1.35-
Seoking., May 23	Interim 14c	*London and	Linial 1*On.
"Avon Rubber May 25	Interim 1	Liv. TatMay 9	Final 1.7
30CMay 17	Interim 2.6	*Marks and	A.A.D. 173
*Benk of		Spencer., May 4	Final 2.85
IrelandMay 12	Final 14.0	MerieyJune 2	
*Bass	Interim 2.68	*MEPC	Interim
BeechemJune 0	Finel 4.3	*Metal BoxJune 13	final 6.51
BellwayMay 10	Interim 3.0	Mountylew	I III-EI WAD'I
Boors May 27	Final 5.625	EstaJune 3	Plool 2.5
British Home	TIME 0.020	Nat. Bank	A MANUAL MANUAL
Stores., May 9	C.P IsnFl	AustMay 13	Interim 11o
Brockhouse May 20	Interim rdl	*Northern	MANAGEMENT AND
Proper (M.) May 18	Interim 1.35	FoodsJune 22	Interim 2.0
*Brown (M.)May 19 Capital and	III OUT IN I MAN	Pagier-	micolan 779
Coties, Prop., May 26	Finel 2.6	HattersleyJune 9	Final due
Carines		*P & O	
Capel,,June 0	Finel 25	Pilkington	
Carter Allen _May 25	Final due	arosJune 11	Interim 6.5
Costito June 2	Final 3.1	PiesseyMay 27	finel 0.073
*Costs FatongMay 11	First 2.6	"Polly Pock May 10	Interior due
Common	Tibel 2.0	RHPMay 27	Interior 2
BrosMay 19	Interior 1.429	"Royal Onk	
CooknonApr 7	Final 5.96	ScodendMay 5	laterim dus
CnetainMay 11	Final 6.5	Sainabury	
Courtaulds May 27	Final 2	(J.)May 5	
Debenhams May 21	Rinel 4.324	Samuel (H)May 25	Finel 4.75
Oe La RueJuna 2	Final 15.48	300ra May 11	Finel 1.0
Oobson Park., June 4	Interim 1.0	"600 Groupiune 8	First 2.91
Eastern		SketchleyJune 3	Finel 7.3
FroduceJune 4	Final 3.22	Smurflet	
Electronic		(Joff.)May 12	(4na) 3.219
RentelnJune 3	Final 3.143	Tete & Lylo May 28	Interim 4
Elifott (B.)June 10	Finel nil	Tozer Kemaley and	m-4 A T
"Euro Ferrine May 5	Final 2.1	MillbournApr 17	Final 0.3
Franch KierMay 27	Final 6.2	Treisiger HouseMay 12	leterim 3.5
Franch Kier May 3	Final 3.15		
*Gerrard Nat, May 4	Finel 10.75	Vaux BrewsMay 13	Interim 0.75
*Grand		WestlandJune	Interim 2.75
MetropoPtanMay 15	Interim 0.5	*WheeseeMay 77	interim 2.0
Great Portland		WhitesadMay 17	Final 3.4
EstsJune 9	(Final 4.0	2001d meeting inte	nated. † Right
		Isauo aince mede. 1 Ti	nx free. § Scri
(Matthew)May 11	Finel 4.03	isaus aince made, 1 Ti isaus aince made, 1 Pr	Procest.

(£1.6bn) for 1932.
Total business volume inclusive of subsidiaries in Luxembourg and Switzer and was DM 6.4bn (£1.82bn). Group assets increased by 6 per cent to DM 5.3bn (£1.51bn). This advertisement is published by Morgan Grenfell & Co. Limited on behalf of BTR plc.

REWARDING

The record speaks for itself. BTR dividends have grown consistently over the last five years - by almost 30% p.a. BTR shareholders continue to enjoy a highly rewarding investment. So, how have Tilling shareholders fared?





BTR—Tilling There's no comparison.



BACK THE BTR BID

The directors of BTR plc (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate and each of the directors accepts responsibility accordingly

Our group is fortunately well spread both geographically and by product

Results

3. 3 1089

 $\mathsf{bal}_{\mathsf{al}_{\mathsf{l}_{\mathsf{l}}}}$

Stown 3

¹/₂ to 22 m steam ₂ δ₁ ¹/₂ to 22 m steam ₂ δ₂ ¹/₂ to 23 m steam ₂ δ

Our results this year must be looked at against a background of metal prices at their lowest real level since before the war, with many mines operating at a loss.

Our two largest investments abroad in Australia and Canada have been through a most difficult time, the recession hitting them hard; Australia in particular had for a long time an unrealistic exchange rate.

In Zimbabwe the Empress mine regrettably, but with Government agreement, has now been closed and RTZ has given Z\$750,000 to assist with a relocation and rehabilitation programme for former employees

rehabilitation programme for former employees.

In Spain, Rio Tinto Minera showed a loss reflecting high operating costs and lower metal prices.

There is quite a bit of good news to report.

The Borax mine in California again produced excellent results. In Southern Africa both Rössing Uranium and Palabora made very satisfactory profits.

Most surprising in the present economic climate was the performance of our subsidiaries in this country at a time when British industry was suffering from the deepest recession since the 1930s. These included not only our newly acquired cement interests from Tunnel and Ward but also the Pillar Aluminium and Pillar Engineering groups.

Our profits are very slightly up on 1981 – better than appeared possible at the half year. Part of the improvement is naturally due to the recent weakening of the pound and part to the containment of unit costs. I believe shareholders will feel reasonably satisfied that the diverse activities of the RTZ Group have stood us in good stead during a very difficult year.

Long term demand for metals

Although the drop in demand for most metals has generally been much less than in 1974-75, this latest recession has been more prolonged than in any period since the early 1930s. Furthermore, this setback occurred after much slower growth than in the early 1970s; in some metals demand has never regained the heights then scaled.

Although the industrial countries now appear to be recovering, their demand for metals may not pick up as rapidly as in the past. Fabricators today emphasise materials conservation and miniaturisation. Substitution is a continuous and partly reversible process, but recent innovations may have hastened the switch from traditional methods.

Group results in brief	1982	1981	_
Group sales revenue	£3,680.4m	£3,020.7m	
Operating profit	403.3m	349.9m	
Profit before tax	341.0m	348.1m	
Profit after tax	173.1m	173.6m	
Net attributable profit	103.5m	102.3m	
Earnings per ord. share Dividends per ord. share	39.62p	40.42p	
Interim—paid	- 5.5p	5.5p	
Final—proposed	10.5p	10.5p	

These factors do not mean that total demand for individual metals will decline over the next decade but average growth rates are likely to be slower than so far experienced.

Mining and the Third World

It has now become clear that large scale mines such as Bougainville are unlikely to be developed over the next few years. The decision not to proceed with the Cerro Colorado development in Panama was taken after considerable study and demonstrates the problems involved for third world countries in developing new resources. International mining companies make a major contribution, emphasising the commercial realities of mineral development, by bringing together financial, technical and managerial expertise that these countries can seldom obtain elsewhere.

Their involvement greatly increases the likely success of new mineral development with substantial economic benefits to the host countries. Among these are higher everseas earnings, greater employment opportunities and a considerable injection of money into the economy. For local people there is the prospect of higher standards of living and greater opportunities for training, acquiring new skills and a wider education.

RTZ

The Outlook

There are mounting indications that 1983's economic performance will improve on the year's earlier modest predictions. The road to an economic recovery that is broadly based enough to ensure a sustained improvement in metal prices remains strewn with potential obstacles, but at least the road now points in the right direction.

In anticipation of economic recovery, the LME prices of some metals, such as aluminium and copper, rose in January in sterling and dollar terms. Currency unrest and a spillover from speculation in precious metals contributed to the increases. Not all metals benefited and this emphasises the fragility of the revival. Prices are still at low levels in real terms, but historically and also relative to the costs of efficient mines.

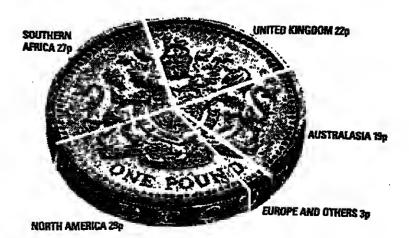
On the cost side, weakening oil prices could be beneficial; other costs are also likely to rise more slowly and lower interest rates will help reduce financing costs.

In short, the signals for profits may have changed to amber, but they are not yet green. We may well have to wait until 1984 before any worthwhile recovery in the world economy comes through to those of us who provide raw materials.

Chairman

If you would like a copy of the RTZ annual report including Sir Anthony's full statement please write to: Group Public Affairs Department, 6 St. James's Square, London SW1Y 4LD. Fact sheets on three specific aspects of the corporation's activities will be available from 26th May, 1983.

Source of each £1 of RTZ 1982 profits



The Rio Tinto-Zinc Corporation PLC

Stack
Gruns
Guardi
Guiffor
Guiffor Esploid Bassiliër (1998) Bassiliër (1998 的行行是我以我们们是我们仍然被对话就是是的处理的话的,不是我们的一种我们的 的复数人物的人的 医乳腺管外外的 医神经 त्त्री प्रदर्भ वर्षा व 强的正体实现的《增生学》,是他们是"11"的,实现很强,是可以强调,是可以通过的"10"的,但是一种的人,可以是一种,可以是 LNI-bot LFE
LLCCP
LLCCP
LLCCP
LLCCP
LLCCP
LCVA
LCVV
LTVA
LCVV
LCVV
LCVA
Lender
Lender HARVI Hedri HARVI 证。如此处理的是不是我们的是我们的是我们的是不是是不是不是不是一个,我们们是我们的,我们也是一个,我们也是我们的人们的,我们也是我们的人们的,我们也可以是一个人,我们可以是一个人,我们可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们可以是一个人,我们可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是一个人,我们也可以是 P 1 24 36 7 22 22 28 8 2 22 22 28 1 28 2 22 28 1 28 2 28 +1+4-4-114-4-14-24 CC PROTEIN CHARLES PROTEIN CONTRACTOR CONTRA 到的日本年代的教育5 表表情似有是代表感染的作为不为作的人的传教教育的教育教育。和教育的大大的大大的人的教育教育的作品的人的是一种名的名称系统教育的人们的人的教 另中的时间上层的有多数方式后重的上列上的近次后,有它是只是心外的有力,只要是不是在一种的人的,是一种的人的一种,是一种的人的一种,是一种的人的一种,是一种的人的一种,可以 作品的名词形式记忆的名词形式记忆的名词复数 化自然化物的 医计算器 医自然性自然性性 计记录器 医不透过器 医对射 医眼神经坏死 ICind ICIN and ICIN a 50 9 35 14 1.8 9 57 3.5 13 想说的感觉是不可能为一年的人的对象不够不够有的的对象的。 1997年,1997年的一年的一年,1997年的1998年的1998年的1998年的1998年的1998年的1998年的1998年的1998年的1998年的1998年的1998年的1998年的1998年的1998年的19 intgR IntgR IntgRo Interest Interest Interest IntgRo IntgR Foreign Foreign Foreign Front Front Front Fugus Fugus Fugus "不是我们就会与我们的我们的我们的,我们就是我的感觉的,也是有什么的人的,我们也是我们的,我们也是我们的人,我们也是我们的人,我们的人们的人,我们们也是我们的人们 1995年,我们们们是我们的人们是我们的,我们就是我们的一个人们的人们的,我们们们们是我们的人们的,我们们们是我们的人们的人们的人们的人们的人们们们们们们们们们 ## 1.10 ## 1011 ## 101 14 134 205 21 205 34 28 27 Medican Melana M 84 1 5 6 7
PL290 126 15
2 18 12 1 20 17 9
2 18 12 1 20 18 12
1 20 1 3 1 9
2 20 1 3 1 8 12
1 20 1 8 12
1 20 1 8 12
1 20 1 8 12
1 20 1 8 12
1 20 1 8 12
1 20 1 8 12
1 20 1 8 12
1 20 1 8 12
1 20 1 8 12
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 12
1 20 1 8 12
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13
1 20 1 8 13 2000年的1500年的 SAFT X COCO GEOGRAPH CONTROL OF THE CANASS ** CANASS ** CANASS CANASS CANASS CANASS CANASS CANASS CANASS CANAS CA JWT JRHer Japes Japes Jerc Jerc Jerc Jerc Jender Johnlen Johnlen Johnlen Jorgen Jorgen Jorgen Jorgen KUN KINST. KUNST. KINST. KINST. KINST. KINST. KINST. KINST. KINST. KARST. KARST NBD NBB NCH NCR NL Ing の はだらのだればればなるないないのではながないであ

Kidder, Peabody International

然然是不打到我们们的想到2000年和17的更好不得不要的事物的20005 图的记忆也是共同电影下到10日14的17时间的概念也可能是我们的影响的电影的

华东西的 经分类证的不断 机聚化物石物 化电影 医牙氏眼性 经过过的 医现代氏征 4556758256678455556555655556555655

明明的作用另分的位置水路的现在分词形式的现在分词的心理对数数据的时间,如果不同的 Andrew Anthrope Andrew Anthrope Anthrop

Berrock
Beldor
B

新说的话的最后的话,我就是我的感情的感情的感情的感情的,我们也是我们的话,他们也是我们的,我们也是我们的,我们们也是我们的,我们们们的一个,我们们也是我们的,我们

International Investment Bankers

Founded 1865 London • Paris • Geneva • Zurich • Hong Kong • Tokyo

Continued on Page 31

11. 12. 3. 11. 12. 14.

WORLD STOCK MARKETS

						=	
CANADA			DELIMINY		ALICTRALIA		APAN (continued)
Cosing Prices			DENMARK	NETHERLANDS	AUSTRALIA Price	+ or 1	Price +or
Stock	May 2	Yarn.	May 2 Price + or	May. 9 Price + or	May 2 Aust. 8	<u></u> 1.	May 2 Yen
AMCA Int.	25%	- W		Fis. —	MAY PLAND	+0.94	Konishiroku 635 +7 Kubota 524 +2
Abiebi Agnice Eagle	22¼ 17¾	+ 44	Arrhus Oile 570 + 5 Andelsbanken 250 —14.6 Baltica škand, 460 —22.4		LA.U.U V.30		Cubeta 524 + 2 Cubeta 401 + 5 Currage 4,940 - 50 Cypoera 538 - 1 Macdo Conet 769 + 4 Macdo Milling 1,000 + 15 Marubeni 514 -1 Marubeni 500 + 10 Morudel 947 + 2 Morul 1,850 + 30
Alberta Familia	15%	- 14	CODMandelsbank 241 — 1.5		Assoc Duin Pag. 1.50	- D,02	Maeda Const 538 —1
Alcan Alean Algoria Steel	361/2 2934	- 1/2	0. Sukkerfab 492 —8 Danske Bank 955.4 —0,8	ABN			Makino Milling 1.000 +15
Ashestos	12	+ 1/2	East Asialic 125 Forende Brygg B79	Brcdere Cert 183.5 Boskalis West 45 -0.5	Aust. Nat. Indc 2.55 Aust. Pacor 2.10	÷0.60	Marubeni 600 +10
Bk Montreel Bk Move Scote	33% 43%	- 1/2	Forenda 0amp 285.2	Buhrmenn-Tc1 48 +0.9	Bend Hidgs 1.02	+0.07	Morul 947 +2 MEI 1,850 +30
Besic Resources	46.0 27¥2	- 1.0 - 4	18 CR 460	Elsevier HOU 501	Boral 2.92 Bougainvillo 3.55 Brambles Inda 2.78	+0.60	M'ta Eloc Werks. 657 +17 M'bishi Bank 500
Rembacilier A	13%	-	Jysko Bank 462	Euro Comm Tst : 86	Brambles Inds 2.78 Bridge Oil 3.40 BHP 8.55	-0.85 +0.60	Mel
Bow Velley	201/2	-44	Privatbanken 253 +1.6 Provinsbanken 196.4 -6.8	Gist. Brocades 144.2 +1.2 Heineken 102	CRA 4.92		M'hishi Estata .' 490 🗝 🚶
Briscan A	30 3.15	- 1 - 0.05	9midth	Hoogevens	Carlion & Utd 2.58		Mitsui Co 410 · ~2
8. C. Foreși	18%	- 5/s	Suportce 198.4 + 7.2	in1 Mullor 22.1	Coles (C.J.) 2.94	+ 0.02	Mitsukoshi
Cadillac Fairy.	284/s 93/k	- Va	FRANCE	MAAGCH DI . +U.S	Comalco 8.70 Consolidated Pet 0.21	_0.81 E	Nuber Comons 217 : -2
Can Cament	17	- 42	May 9 Prico + er	I Ned Crod Bark 90.7	Costain	+ 0.02	Nippon Donso1,420 +40 Nippon Elect 997 +7 Nippon Express 871 +2
Can WW Energy	23¼ 38¼	- *4 + %	Frs. —	Ned Lloyd 880.1	E.Z. Inds 6.1 Eldors IXL 3.25		
Cars Trustee	42	- Va	Emprunt 41% 1973 1,925 +B Emprunt 72 1873 9,186 -9	Oce Crinica 177 · +1	Energy Res 1.52 Gon. Prop. Trust 190	+0.62	Hippon Gakki 653 Hippon Kokan 151 +9 Nippon Oli 681 -18 Nippon Seiko 4883
Can Imp Bank Canadian Pecific	38½ 46%	- 142	1 CHE 43 5,323 +3	Dmmcron(Van) 25.7	IA-HER COSI A.D	- O.68	Nippon Seiko 488 : 6
Can. P. Est	224s	- 4	Air Liquido 445.1 461.	Run-Scheide 5.7 -0.2	Hardle IJ.) 4.00 i		Nippon Steel 172 -1
Carling O'Kin	1574	- V2	Beuygues 599 +9	Rodamco	Hartogen Energy: 2 HcraidWy Times 9.25 :	+0,01	Hippon Suisen 525 -5 NTV
Chieftain	21 Va 5074	_ 3/2	GIT Alcalol 1,100 +58	Rorento 191 : +0.2	ICI Aust		Hippon Suturn 525 -50 NTV
Coes Batles A	2176 3.5	+ 3/2	Club Medit 780 +21	90yai Dutch 195 +5 Stavenburgs 50.7 +0.7	Land Lease 0,30		
Castain	87/1	+ 1/2	Cie Bancaire 825 -1.	Tokyo Pac Mg 95.2	MIM	+0,02	Hisahin Flour
Denison Mines	2.2 38%	+ 0.09	Conimed	Viking Re 48.0	Meokalharra 2.2		Omro Tetelsi 1,500 +80
Defesce	447/2	-	Oerty	IVNU 05.5 +0.5	Buet Alla Bk 9.95		Prione Leasing 2,500
Dome Mines	22V4 4.35	+ 3% + 8.15	Eaux (Cle Gon) 507 +7	West on Court III	Hows 5.80	7 0.15	Renown 570 +12
Dem Foundries A Dam Sterns	171/2	-	Cen. Occidental. 510	.5	North Bkn Hill 8.78 :	+0.06	Sankyo
Bowter	241/2	- 35	ElfAquitaine	INOKWAI	Oakbridge 1.50 1 Otter Expi 0.68 Pancon 1.63	+0.01	Sanyo Elect 507 +12 Sapporo 872 -6
Felconbrige Ltd	61% 27%	- ¾		•	Epinnoor Co	+0.01	Sapporo
Glant Yikelia	2114	- 4	Legrand 1,820 . + 15 Maisons Phonix 455 -5	May B Price To	Rockitta Colman 1.55	+0.08	Sherp 1,330 +10 Shimadzu 490 +B
64 West Life	198 18	:	Maisons Phonix 455 —5 Matra		Santos	+0.1	Shionogi
Getfatrum Res	1 55	- 0.02		Berrogaard 100	Southlend Min's 0.28	-0.01 -0.01	Sony
Hawk Shi Can Hudson Bay Mng	1834 1934	- W	Moulinex	Credilbank 150 -9	Thos Natwide - 1.78		Stanley
Hudson's Bay	25	Va	Pernod Ricard 501 +1	Elkem 90 +5 Norsk Data 275 +15 Nersk Hydro 590 -2.5 Storebrand 155 +1	Tooth	+ 0, 16	S'tomo Marine 230
Heaty Cit	11% 38%		Petroles : Frq.1 156 . + 5. Feugeot-SA 194.7. + 5.	Nersk Hydro 590 —2.5	Vampas 8.10	-0.18	Taihel Metal 159 +9 Taihel Dengyo 5055
lang Oil A	35 17%	+ 1/4	Peugeot-SA 194.7. +5. Poclain 79.B -1.		Western Mining 7.02	+0.87	Teleal Corp 248 : +3
	2174		Borntomne All 110.0V.		Woodside Petrol 1.02 . Woolworths 2.08	+0.04	Taisho pharm 699 +5 Takada
Interpr Pipe	281/2	44	Redoute 945 +3	SPAIN	Wormaid Intl 3.05	-0.60	Toille
LAC Minerals	2974		90ussel-Uclaf 505 +1 Schneider 115 +1	Apr. 28 Price + or			Tokkoku 011 780 —8 Tokip Marine 510 —1
Marks & Spencer	13¥4 8¥2		207 -1	Peseta			TBS
Mclatyre Mines	261/2	+ 1 1/2	TRIBMSON FICCL IVID TH		HONG KONG		Tokyo Gas 188 4
Minel	201/2		Thompson (GSF). 107 : -1	Sec Central 290 +4	May.2 Prico	+ 07	Tokyo Sanyo 550 ' +6 Tokyo Stylo 876 : -10
Nat. See Prods A	974	-		Bed Hispano 200 . TT			Tokyu Cor 3318 33
Harmala Mines	24 Vz 874			Bee Santander 248 +4 See Vizeaya 358			
Rider Telecom	112*	- 1	May 2 Price +	Bidrola	Cheung Kong 8.20	-0.58	TOTO 650
Delawood Per Pacific Capper	71/2 1.06		I	_	. I Mana Thugh cast - 0-90	-1.50	Topo Salkan 644 +5 Toyota Motor 1,190 +40
Pancanalign Pet	29	-	AEG-Telef	* ** - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1	HK Electric 5.63	-0.13	Victor 2,580 · +40
Placer Out	26 21%	_ ¥	DADE	8	Hk kowloon Whi. 4.10	O. 12	Yamaha 589 +24
Power Corp Can	174		Bayer-Hypo 511 -8		HK 9hanghai Bk.! 8.15 Hk Tclephone 81.50	0.15 0.50	Yamenouchi 1,540 +10 Yamozaki 559 -2
Quebec Strgn	73/1 914	_ 4	Bayer-Vorein 555 at -1	SWEDEN	f Hutchison Wpa., 13.00	0,00	Yanuda Fire 245 -1
Read Steubse A	15-44		TEMW	5 Apr. 28 Price + or Krenor -	Now World Day. 3.57		10100
Rio Algora			Commerzbank 176.5 -3	3	O'Goas Trust 8k. 4.5		
Reyel Trosaco A	251/		Oaimicr Bonz 542 +4	2 Alfe-Laval 4628	9HK Props 6.60 Swire Pac A 15,70	· —0.18	SINGAPORE
Sceptre Res	36¥		Oegussa 325 -1	5 ASEA (Froe) 370 -7	Wheelit Mond A. 3.19	-0,66	Apr. 29 Price +or
Shell Can A	234		D'scho Babcock , 171,5; -3	A/las (Copco) 135 -4	I WARRING HAIR'S 1 OU	-0.95	
Tech B	10 V	4	Oreganor Bank ASO.S		···		Boustead Bhd 8.27 +0.07 Cold Storage 5.15
Texaco (Canada) Thomson News A	337		GHH	Eleotrolux 8 1941			1088 10.5 +0.2
Toronto Dom Bank	49	- 7/	Hoechst 149 ; -0	5 Erickson	JAPAN		Fraser & Heave 9.05
Transalte A	234		Holzmann (P) 542 -1	Fegorsta 550 Fortia (Free) 522		, or	Inchespe 8hd 3.58 -0.02
Walker (H) Res	24		Kall and Salz 171	5 Mg pch Dom 893 -2	Yen		Malay Banking 7 +0.05
Westennes Trans			V	Sandvik B (Free)- 270	Alindubm: ore	-B +40	OCBC 18.1 -0.4 Simo Darby 8.61 +0.81
AUSTRIA			KHD 2464	Skandla 245	Amada abo	·	Straits St manip. 2,40 , Tolor
May 2	. Pric		Krupp 78,5 +2	19KF B 109	Asahi Chom 507	+7	Straits Trading 7.4 +0.05
	_		Linde	9 Svon Handelson. 148	Bridgestone 1 100	+6	
Goesser	80	0 -15		1 Swedish Maten. 237 -1		+20	SOUTH AFRICA
Interunfall Landerbank	37	0 4 . +2	MercedesHid 481 +4			+9	
Perimooser	59	2 +9	Metal Igesell 243 +1		Cilizen	-2	May 8 - Price or
Steyr Dalmier Veitschor Mag.			Preusag	CALIFFORNI A AIM	Daiws House 575 Ebara 352	+2	Railo —
			Rosenthal		r [Elsal	+10	Abercom
BELGIUM/LU	XEMB	OURG	Siemens	7 May 2 Frs.	Fanuc 5,580 Fuji Bank 501	+1	Anoto Am. Cost 29.25 0.25
Apr. 29	Pric			<u> </u>	Fuji Bank	+30	Anglo Am Gold 127,78.
	Fre			Bank Leu 4,125 +1	5 Fulitsu	+18	Bardays Band 19.55
ARBED	3.7	70 -47		A Ciba Oelgy 1,180 +1 do Part Certs 1,660 +1	Hospania 495	#10	Buflets 88 ; +1
Bekaert 8	5	50	. FAOIKSMSdau Too'e _/	Credit Suisse 2.090 + 3	P Halum Pagi Fet hill	1 + 12	CUPTIO PINOTICE 0.5
Cockeril		DB -2	ITALY	Elektrowatt 2,895 +1	Hitachi Credit 1,470	1	Oriolontaln 37,75 +1
Dolhaizo E6ES	4.0	10 +1	. 1	Genevoise 5,950 +5	Honda 904	+14	FS Ceduld
Electrobel	S.e	10	Tine .	Hoff-Roche 1:10 8,100 +2	tobic 326	1	HIGHVEIR STOOL
Fabriquo Hat G.B. Inno	3.1	20 -2	Banca Com'le 80,750,	Jacob Suchard 5,730 +2	lto Yokada 1.080	:	DK Bazaars 24.5
Cel eruxi	1,5	370 +5 215 -8	Bastool IRBS 218.4	Landis & Cyr 1,280 -1	JACCS	1	Prolea Hidgs 2.97 -0.65 Rombrandt 21.5 -0.5
Hobakon	4.5	80 90 +1	" Credito Varesino 4.701 +	MCMINGS	JAL 2.350	+40	Rennios
Kredielbank	1 6.5	500	Fia1	2 Pirell 270 -4	Kailma 346] +3	Sage Hida 6.3
Pan Hidgs	5.5	500 -4	Gonerali (Assic) 134,878 +	75 Sandoz (B) 5,280 +2	Kashiyama 570	+10	Smith IC.G.L 22 -0.5
Royolo Balgo	0,0	PPV + 61		000 Schindler(Pt.Cts) 385 +5	Kirin	i —1	TongsatHulotts 9.2
Soc Gon Bolge	î	710 - 2	0 Divetti 2,921 +	11 Swiss Bank 321 +1	Komatsu 520		VIII360
C-4.00	4.6	775 +2	Pitoli Sparimini Tiogo	. Swiss Volkatik 1,400 +1	O NAMES Disas	on this	page are es quoted on the
Solvay Trection Elect. UCB			Snia Viscosa 997' +	7 Union Bank 6,290 —3 10 Winterthur 2,840 +2	o individual exchanges		last tracked prices. S Dealings ac Ex scrip lesue. xr Ex rights.
ViolleMon1		10 -1	80 do. Pref 9,999	Zurich Ins 17,550 -5	ma Ex sil.		
				-			
							COLOCIE EXCI

WALL STREET

Slide sets in as warning is heeded

THE equity market ran into a widely predicted correction phase on Wall Street yesterday. Selling was not heavy but huyers backed away from the major stocks as share prices fell, writes Terry

Byland in New York. At the close, the Dow Jones Industrial average had shed 21.87 to 1,204.33 and the 1,200 level, so recently breached, appeared to be in danger again. On the broader market, declines led advances by two-to-one but volume, at 88.4m shares, had slowed from Friday's 105m.

In the credit markets, prices opened a shade above the levels which had greeted Friday's news of another fall in money supply. But investors turned cautious ahead of the S15hn funding planned for this week by the U.S. Treasury and the early gains melted away.

Share prices were on the slide from the opening of the market. Early falls were sharply extended as report scirculated that a major investment house had advised clients to take a hearisb view.

This major discouragement to investors came from Mr Barton Biggs, a managing director of Morgan Stanley, the leading investment hanker.

He was reported to have told clients "to be more cautious" and, more significantly, commented that the market might have already made "most of the money for the year" in terms of the rise in share prices.

STOCK exchanges in London, Brussels and Singapore were closed yesterday for public holidays. World stock market indices appear today on Page 36.

With so many market pundits already warning clients that a correction phase was likely in equities, investors were not slow to take the hint and stay out of the

This left share prices to fall back steadily. Attempts at a rally proved unsuccessful and most sections of the market showed widespread falls.

Among the recently favoured stocks, motor issues gave up some of their gains. General Motors, awaiting news on the dividend from yesterday's annual meeting, slipped by \$1% to \$67%. Ford Motor at \$49% was \$1% down after news. that talks with Nippon Kokan regarding the Rouge plant had broken down.

The airline sector also gave ground again as profits were taken. UAL fell \$% to \$33 and Pan American lost an early rise to stand unchanged at \$5%. Others to run into sellers included IBM, \$1 point off at \$116, Honeywell \$1%

down at \$110, General Electric \$1% off also at \$110 The corporate reporting flow was reduced yesterday. Occidental Petroleum

lost \$4 to \$20% after results. The credit markets were pleased with the news of another sharp fall in money supply and there were suggestions in the investment press that a further cut in the Federal Discount rate - the rate which the Fed charges the banks might not be far away.

But this week's weight of Treasury borrowing seems to rule out such a move in the near term and with the Federal Funds rate remaining obstinately high at 8% per cent yesterday morning,

investors were cautious.
At mid-session, the Federal Reserve helped the market with a \$2bn customer repurchase. But Treasury Bill discount rates continued to edge forward to Friday's final levels. The three-month bill was discounted at 8.02 per cent and the

six months at the same rate. The benchmark long bond, the 10% per cent of 2012, touched 100% initially hut slipped later to 9911/2.

In Toronto, stocks were lower over a broad range. Of the 14 major groupings, only merchandising and media managed a gain while metals, transportation and management were sharply down. The same lower trend was seen in Montreal.

EUROPE

Frankfurt feels a lack of impetus

AN EASIER trend emerged among shares in Frankfurt, which missed the usual impetus from London, hut else-where in Europe, a generally firmer mood prevailed.

Prices opened higher in Frankfurt but a reversal, first detected in hank shares, spread to other sectors and profit-taking soon dominated the market. The Commerzbank index declined 2 to 958.8.

Among the banks, Commerzbank fell DM 3.30 to DM 178.50 while Bayernverein was down DM 18 to DM 353, Bayern-hypo DM 8 to DM 311, and Dresdner DM 4.40 to DM 190.60.

The recently-favoured issuers of Eurobonds with share warrants eased in line with the market's weaker tone. Degussa shed DM 1.50 to DM 325, BHF-Bank DM 5 to DM 306 and the most recent issuer, Deutsche Bank DM 8.2 to DM 341. West German bond prices closed nar-

rowly mixed after a dull session. Paris was buoyed by last week's bul-lish mood on Wall Street and shares ended firm after a moderately active

trading session. The rise was led by foods, with BSN up FFr 41 at FFr 1,751, Carrefour FFr 55 at FFr 1,450 and Moet-Hennessy FFr 20 at FFr 1,080. Pernod Ricard was FFr 11 firmer at FFr 501 after reporting higher parent company profits for 1982.

"A clearly improved trend was seen in Amsterdam and turnover began to pick up, despite the absence of many foreigninvestors as a result of the London holi-day. The ANP-CBS general index was up 1.2 at 126.1.

Royal Dutch Petroleum was huoyed by a firm dollar and U.S. huying interest and moved Fl 3 ahead to Fl 123.

Blue chip issues were in demand in Zurich where shares ended firmer in active trading. The stronger trend was a continued reflection of the pre-weekend Wall Street mood.

Swiss bond prices closed quietly

steady. In Milan, shares opened firmer but a slowdown in trading activity during the session left them closing mixed. Leading insurance and industrials met the most **FAR EAST**

New records as Tokyo surges on

SHARES again moved ahead in **Tokyo** taking the Nikkei Dow industrial average through the 8,700 level for the first time. The measure ended 22.03 up on the day at 8,704.39 - setting its fifth successive record close - after a peak of 8,705.10 at the morning close.

The Tokyo SE index also posted n record closing level of 634.87, for a net gain of 2.91, while the second market index gained 4.27 to a new, all-time high of

The continued upturn reflected optimism over world economic recovery and hopes of a large-scale return to the Tokyo market of foreign investors.

Attention has now switched to hive chips from the lower priced issues which have recently been in demand.

Light electricals, motor manufacturers, computer makers and precisions were sought. Toyota Motor moved up Y40 to Y1,190, while companies in the Matsushita electrical group were also ahead: Matsushita Electric rose Y30 to Y1,550.

Steels were slightly firmer, but among lower shipbuilders, Kawasaki Heavy In-dustries declined Y4 to Y181.

Hopes of lower U.S. interest rates are expected to support the Japanese bond market this week but trading will be light because of national holidays on Tuesday and Thursday.

Hong Kong fell victim once again to concern over higher interest rates in response to the continued weakness of the local currency, which plumbed record lows against the U.S. dollar.

The Hang Seng index opened weak and fell hack throughout the session to close 25 down at 994.43. This was the first decline below the 1,000-level since April 6.

Jardine Matheson lost 70 cents to HK\$13.70, Hutchinson Whampoa 30 cents to HK\$13.60, Swire Pacific "A" 20 cents to HK\$13.70.

AUSTRALIA

Merger plan

SHARES firmed in moderately active trading in Sydney and Melbourne in response to Wall Street's further gain last Friday. The All Ordinaries index ended 3.8 higher at 595.7. Around two-thirds of the shares traded in both centres were in the industrial sector.

SOUTH AFRICA

Golds firmer

A SLIGHT recovery in the bullion price helped gold shares to close firmer in Johanneshurg. However, there was only small local demand and the featureless picture was exacerbated by the holiday closure in London.

Among heavyweight issues, Kloof was R1 higher at R55.50 while gains among cheaper priced producers stretched to 25 cents, as in Welkom at R16.

AMERICAN STOCK EXCHANGE CLOSING PRICES

AMERICA	Pro-
17 State 18 18 18 18 18 18 18 1	Process Standard District District
55g 10b; Rebands 12 6 53 75 20 255 25g - 5g 25g 25g 25g 25g 25g 25g 25g 25g 25g	Valential 2.44 4.0 10 42 652 611 011 -15 12 10 Weet pri 35 12 1 10 10 10 10 10 10 10 10 10 10 10 10 1
SPA SPA	### 1 3 88 894 594 -14 180 251 181 182 254 184 185 251 184 185 185 185 185 185 185 185 185 185 185

1a, 3 lg

)h

i aligned in a in the factor of 113 cp W. W. fally

aller & E

in pole

are waite . Mitame k

true trusie to turn leg

H. PShop

Will hely

State Halle

Metar no

crumpanies -

alloup we

in the rose

Turmer, but

distributed He

His Lapanes

1-1 Trading t

In that holes

chan magazi

independ raid.

and weakness.

in phimber,

titles opens hours the sea

HA: The K

the Design

化二甲烷 化二甲烷

· · · · What

and the country

in leading to

Fine

 $_{i=1,1}\leq tkr(k)$

reded to by

tra mar Asserta

dellar

1. Vini. All more

FINANCIAL TIMES SURVEY

Tuesday May 3 1983

Biotechnology

This, the first Financial Times survey of biotechnology, appears on the eve of Biotech 83 at the Wembley Conference Centre, London. New discoveries have already inspired the creation of about 200 new companies—over 20 in Britain. They work closely with scientists to exploit an advanced technology

A technology with immense potential

AROUND 1970, Sir Walter Marshall, then Dr Marshall, director of Harwell, began to use a phrase: "the principle of maximum unfairness." He defined this as trying to help one company exclusively to a dominating commercial position, strong enough to resist the competition from overseas.

Sir James Gowans, the medical scientist who manages the Medical Research Council—the network of national laboratories, units and university support for medical research on which the British tarpayer spends over £100m a year—agrees heartily with the "principle of maximum unfairness."

Academic talent

handful of UK companies.

Fairtlough believes.

"Our strong card is this access to academic talent," Mr

The MRC has been practising bodies going on not just in the t since 1980 when it made an urrangement with Celltech, that are the company the option of irst refusal on all its work with bodies going on not just in the Nobel prize-winning Laboratory of Molecular Biology in Cambridge, but in many other MRC units. it since 1980 when it made an arrangement with Ceiltech, that gave the company the option of first refusal on all its work with the MRC discovery of mono-clonal antibodies.

Just as Harwell discovered a decade ago, aggrieved companies are now beating upon his door, complaining at their exclusion from the deal with Celloton from the deal with

The deal over monoclonal antibodies was negotiated by Mr Gerard Fairtlough, creator of Celltech as a (then) National

Enterprise Board executive, and now its chief executive.

He acknowledges this exclusive arrangement as "extra-right targets. Time alone will ordinarily important" to Cellsch in establishing its position near the top in achievement of about 200 highly competitive focused. Its anti-interferon, a general environering research consequents. genetic engineering research monoclonal antibody used companies, mostly American.

From the start, Celltech medical use, is already selling energetically briefed itself on the work on monoclonal anti-

ing contracts with Celltech to make other monocional anti-bodies, which they then package

The company has learned how to scale up manufacturing methods from mice — which the MRC inventors used as "mini-reactors" — to lofty 100litre fermenters. It is even trying to develop a continuous method of fermentation, with Department of Industry sup-

This summer it expects to market its first diagnostic product, an accurate assay for interferon levels in the patient. No one knows just how useful this is going to prove to the medical scientist "but everyone will want to try it," Mr Fairtlough forecasts con-

Celltech is "adding value to what the MRC is doing." But its cluster of 50-year-old factories on the Slough Trading Estate offers a workmanlike image that impresses both clients and investors more than many rivals which nestle near the research centres.

Shortly, it is to be the tem-plate for a "country cousin" designed to try to exploit the genetic engineering research of the Agricultural Research Council, with the food indus-tries instead of health-care as the primary target.

Biotechnology is not a new industry, nor will become one. Unlike micro-electronics, with which it is often compared as an *count garde* industrial activity, biotechnology is based on no clearly identified product, on no clearly identified product, such as the silicon chip. It is a process; one whereby living organisms are cossetted so that they thrive and multiply efficiently, yielding a product—beer, penicillin, interferon, human growth hormone—to be separated and sold. focused. Its anti-interferon, a monoclonal antibody used mainly to purify interferon for medical use, is already selling

As a technology it has been As a technology it has been practised by man for thousands of years, but entered a new phase in the 1940s with new fast fermentation techniques for antibiotics, steroids and other

Then a third phase began in the mid-1970s with the discovery of "genetic engineering" or ways in which the living organisms themselves might be modified geootically to make substances unknown in nature, or too scarce

This survey was written by DAVID FISHLOCK, Science Editor

The third phase gave birth to the crop of entrepreneurial ven-tures, for which scientists who recognise the immense potential commercial significance of genetic engineering found pat-rons in venture capital companies and large corporations seeking new ventures.

Professor Herbert Boyer, co-Professor Heroert Boyer, coinvenior of the genetic engineering technique known as recombinant DNA, helped to found
Genentech, recognised as the
most advanced of the new ventures scientifically. It has a
research budget of \$21m. Novel
health-care products—particularly interferon—was one of the
most persuastive arguments used most persuasive arguments used by the entrepreneurs.

Inevitably, the scientific and technological difficulties were understated. Like micro electronics, the problems require an astonishing diversity of different scientific skills, the absence of any one of which can doom the venture.

High-technology—a term frequently misused—implies that its practitioners are working

knowledge. It also implies highly exacting standards of quality control and quality assurance in manufacture, of an order unknown in industry generally.

Biotechnology, like pharma-ceuticals, micro-electronics and nuclear technology, is undoubtedly high-technology — with all that implies in technical risk and extra cost.

These new ventures are superficially similar, inasmuch as they all ride on a wave of enthusiasm for biotechnology as a bigh-technology investment.

This wave of enthusiasm begao to surge in the late-1970s, but took a slight dip a couple of years ago when the investors learned that the end of the rainbow was still years, even bow was still years, even decades away for some targets.

But it bas recovered. One yard-stick is Nature's blotechnology index, the 15 quoted shares behind which are on this page. From a base of 100 last summer the index stands et 200 today.

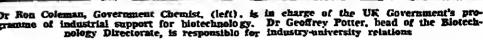
In fact, the companies differ quite widely. Scientifically, a handful are much stronger then the rest, through arrangements they have forged with the academic community, from which the leads and techniques

almost all come. These may well continue to grow into sizeable companies, funding a substantial res programme mainly from their ability to transfer new tech-nology profitably to other companies, and retain a royalty interest in product sales.

But many will never acquire the "critical mass of good scientists and blotechnologists needed to bring a major inven-tion in genetic engineering to

Nevertheless, they may grow into viable organisations by providing sound technical ser-vices for other companies. Novo and Fortia are two







INDEX OF BIOTECHNOLOGY STOCKS

2-month	12-mont	h	Close	
high	low	Company	March 25	Chango
•603	161	AB Fortia (Sweden)	\$81	+ 61
8	2	Bio-Logicals (Canada)	5}	+ 21
13	31	Bio-Response (U.S.)	11	- 01
161	71	Cetus (U.S.)	157	+ 1}
141	61	Collab. Research (U.S.)	13 <u>1</u>	1 ₂
*331	6 <u>1</u>	Damon (U.S.)	*33	+101
*33\\ *36\\\ 28	81	Enze-Blochem (U.S.)	34	+ 33
28	61	Flow General (U.S.)	121	- 43
69	26	Geneotech (U.S.)	54}	8i
121	21	Genetic Systems (U.S.)	10}	— 0 1
+181	7	Genex (U.S.)	171	- 01
*181 271	91	Hybritech (U.S.)	22	5
183	5	Molecular Genetics (U.S.)	171	1
27	8	Monoclonal Antibs. (U.S.)	20 F	- 1
*53ž	344	Novo Industri A/S (Den.)	51	— ei

This index, compiled from E. F. Hutton data, is published by Nature; the index for March, published on April 14, stands at 200 compared with a base of 100 at June 25 1982.

* New bigh or low for last 12-month period. substantial biotechnology com-panies which have already established international reputa-tions for their services for other

of a process of synihesis.

Hoffman La Roche is an example of a company which uses bio-synthesis in the course of making products (such as vitamins) not normally seen as bio-technology products. companies using biotechnology. Many may remain as contract research companies, willing io undertake the further develop-ICI is bio-synthesising its animal feed additive, Pruteen, the technology of which won a Queen's Award last month for innovation. It is also test-marketing a blo-polymer called PHB, made by bacteria fed on the right diet of starch and a few grees. ment of someone else's idea—
or problem—for a fee.
All these companies ere, in
fact, likely to wind up serving

to a greater or lesser degree bigger companies which recognise the fast-growing demand for bio-technology, not only as a source of new products, but also as a manufacturing tech-nique which may compete strongly with part or the whole

ON OTHER **PAGES**

Targets: making the most of the remarch boutiques II

Services; importance of specialised "back-up" iechnologies II Financial support: con-siderable interest from government and finan-cial institutions II

Looking ahead; astonishing diversity of targets 111 Academic support: vital role of the universities III International scene: more

collaboration sought in research projects III

constituents of natural crops All these are examples of advanced blotechnology pro-cesses developed without the aid of genetic engineering. But

at pilot-plant stage with such companies as G. D. Searle. Wellcome, Unilever, Glaxo and Celliech are examples of the third phase of biotechnology. ICI, for example, has genetically modified the microbe that makes Pruteen so that it might PHB, made by bacteria fed on the right diet of starch and a few gases.

Ranks Hovis McDougal is test marketing a micro-plant—in fact, a fungus—which it grows in a fermenter from the starchy market.

makes Fruteen so that it might make a form richer in the most valuable amino acids it contains. Unilever is trying out ways of modifying crops to yield the oils that fetch highest prices in the commodity market.

A STATE OF THE STA Quote Quote Quote Quote tive capitalism: they are investors who can communicate sensibly and effectively with technologists and marketeers. They are active partners in the Orbec business team, assisting and advising without dictating. Access to their wide range of commercial and scientific contacts has been of great value in the formation and development of our company.

TDC recognised the Wolfson Institute of Biotechnology of Sheffield University as a centre of excellence in plant cell culture. Plant Science Ltd., was set up as a joint venture with Sheffield University in 1982 with equity capital provided by TDC. TDC's involvement was highly professional and all their negotiations were conducted in a friendly and helpful manner with a notable lack of bureaucracy. 77

When Imperial Biotechnology was set up it broke new ground in co-operation between universities, financial institutions and industrial enterprise. TDC imitated this as a joint venture with Imperial College, provided the initial investment of £400,000 and helped to identify the founder management team. ?? DR, TREVOR LANGLEY, MANAGING DIRECTOR, IMPERIAL SIGTECHNOLOGY LTD.

We had an immediate rapport with the people from TDC. They not only understood our technology but they also saw its commercial potential. They quickly became actively involved in the business and played a key role in introducing us to potential business partners in the U.S.A. TDC's financial and commercial know-how and real understanding of what makes high technology business really tick is invaluable. ??

PROFESSOR STUART RAMSDEN, CHARMAN, LASER APPLICATIONS LTD. TDC's capital investment and active participation added a new dimension to the way the company could be managed. They brought to the table a wide range of contacts, an understanding of the need to react quickly to business opportunities and most importantly the ability to complement the skills required to move high technology into very competitive markets as has been achieved with robot sales into North America and

TDC practices what I would describe as construc-

Quite

As part of the Finance for Industry Group, TDC are in a unique position to provide entrepreneurs not only with finance but also with technical expertise to help build successful ventures in high growth technological

industries.
Find out more by contacting us at 91 Waterloo Road,
London SE1 8XP (01-928 7822). You'll discover we're as committed to success as you are. TDC

Come to Scotland at Biotech'83. It could be the best idea you've ever had.

The Scottish Development Agency's Health Care and Biotechnology Division will be at the Scottish corner of Biotech '83. Our pleasant duty at the exhibition is to demonstrate the track

record and the potential for companies in the Biotechnology field in Scotland. We believe we have a first-class package to offer, and here are some of the reasons.

1 All eight Scottish universities and at least two Colleges of Further Education have research groups working on various aspects of biotechnology.

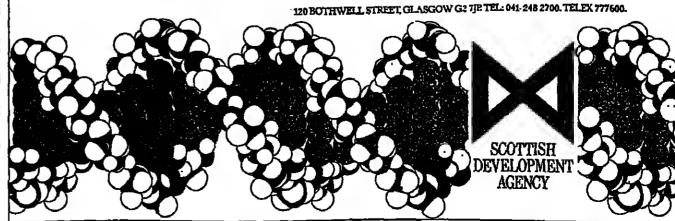
2 Scotland has Science Parks planned for the West of Scotland, Dundee, Aberdeen and Stirling which will welcome pioneers and entrepreneurs engaged in high technology-from small research and development groups to manufacturing companies. Custom-built premises and advance units can be provided.

3 The Scottish Development Agency can provide promising new enterprises with risk capital, and established companies may well qualify for other forms of financial support.

4 The Agency can also help to arrange joint business ventures between high technology firms and relevant university departments, and provide access to senior academic staff, libraries, computers and laboratories.

Come to Stands 9-12 and meet Inveresk Research International, Cruachan Chemicals and Monotech Laboratories. -companies working in this area in Scotland.

We'll give you all the help and advice you need. So you can think about joining them. Locate in Scotland.



BIOTECHNOLOGY from OYEZ SCIENTIFIC AND **TECHNICAL SERVICES LTD**

BIOTECRNOLOGY BULLETIN

As blotechnology establishes Itself as a major force in Industry, it is becoming increasingly important to keep up to date with the latest developments, lest valuable business opportunities be lost. BIOTECHNOLOGY BULLETIN is a monthly newsletter almed at assisting industrialists and academics to keep abreast of what is happening in biotechnology today. BIOTECHNOLOGY BULLETIN presents a thorough briefing on developments at home and abroad, and on a scientific and a tommercial front. Succinct Itemised features cover new processes, products and projects, company news, market news, and investment and policy news, in addition, the newsletter contains a comprehensive diary, and an index is published annually. and an Index is published annually. Subscription Rate: £90 p.a., post free

BIOTECHNOLOGY BULLETIN REPORTS

For a further £48 a year, subscribers to BIOTECHNOLOGY BULLETIN can receive BIOTECHNOLOGY BULLETIN REPORTS. Two reports are produced each month, and each tonstitutes an In-depth study of a particular Institution, tompany or topic. Recent reports include an analysis of Industrial blotechnology in France and the Harwell Biotechnology Group.

INVESTING IN BIOTECHNOLOGY

The extraordinarily rapid transformation of biotechnology from laboratory research into multi-million dollar business has opened up almost unlimited investment possibilities. This volume, the proceedings of the first international conference on this fascinating and explosive subject, provides detailed and expert analysis of the biotechnology market today, and its likely development (\$50 billion by 1992?) in the future. 1982, 180pp, £75 ISBN: 0.907822-13-4

BIOTECHNOLOGY STUDY TOUR TO JAPAN BIOTECHNOLOGY BULLETIN is to sponsor a study tour to Japan In October 1983. The tour will be limited to 25 individuals who will have a unique opportunity to see how the biotechnology industry is developing in Japan.

For details of our publications, and of the study tour, please contact:

The Publications Department OYEZ SCIENTIFIC & TECHNICAL SERVICES LTD Bath House, 56 Holborn Viaduct, London EC1A 2EX Telephone: 01-236 4060 - Telex: 888870

PRECISION GAS ANALYSIS IN FERMENTATION **TECHNOLOGY**

is your gas analyser only giving half the story?

The VG Gas Analysis system gives

- Precision of down to 0.1% relative.
- Analyses of up to 96 Fermentors. Measure of all gases including
- Alcohols, Alkanes, CO2, O2 Etc. Precision measurement of dissolved

gases and volatiles. GET THE FULL STORY, CONTACT

VG GAS ANALYSIS

Gas analysis mass spectrometry

Aston Way, Holmes Chapel Fload, Middlewich, Chashire CW10 OHS. Tel: 060684 4731. Telex: 668061

First World Conference & Exhibition on the commercial

applications & implications of biotechnology

Wembley Conference Centre

This event features the world's first ever major

biotechnology exhibition. More than 80 major

organisations from France, Swedan, Denmark.

Finland, Switzerland, Germany, Israel, Japan,

The Netherlands, Italy and the USA have decided to join the United Kingdom at the Biotech '83 exhibition.

Exhibitors include:

The Exhibition

Exhibition opening timas:

4 May 10 am - 6 pm

4-6 May 1983 London

Making the most of research boutiques

tionise manufacturing industry. were raising money for their The similarity lies in the fact that, like micro-electronics, biotechnology promises to make kinds have been isolated today. readily available a host of products impossible or too expensive to make today.

It is a technology many more

companies will practise in future. Frequently they will draw their technology from the 200-odd "research boutiques" which have sprung up, mostly in the U.S. but increasingly in Europe, in the past few years.

Two partnerships dominate the race for commercial success the race for commercial success. These commercial contract in interferon: Hofman-La Roche These commercial contract in interferon: Hoffman-La Roche research laboratories, and a few new research centres funded by industry on university caming-Plough and Biogen. nuses, are turning discoveries and ideas from the frontiers of

ing may eradicate problems or this open fresh paths to profits. For farmers, it may yield crops more resistant to disease, frost, salt, or higher m yield; or a better research. vaccine against foot-and-mouth disease. For the miner it may yleid ways of extracting and concentrating scarce minerals. For the petrochemical company it may yield ways of recovering more oil from a well, or even competitive new fuels and feed-

Targets

But the target on which the hiotechnology boom of the 1980s was launched remains the one on which most money is banging. Interferon was described by Lord Rothschild as recently as 1980 as worth "billions of dollars per pound." The bio-entrepreneurs claimed they would make it cheap and readily available; and they did, both by genetic engineering and by clever development of more traditional cell-culture methods of blotechnology.

By late-1982, Biogen could.

claim it was giving genetically engineered interferon away to ospitals for clinical trials. The hig question still is: Does work? The interferon story

BIOTECHNOLOGY is often bas turned out to be far more likened to micro-electronics as an expression of the new technologies that promise to revolutionics manufacturing industries.

gation to decide what, if any. thing, it may treat successfully, and to determine a safe regime. Purity is of paramount importance—there have already been

dominant target in a diversified research programme. From the outset, Schering-Plough has been its principal patron, mostly for interferon. But Biogenwhich stands to profit directly from royalties oo sales of interspective in its prospectus earlier this year: "The company does oot expect operating revenues to meet research and development expenses, and conse-queotly does not expect to operate at a profit, for at least

A senior Roche research manager in Basle told me recently that he had advised would not be a "wonder drug" but was nevertheless an important research model for other useful proteins that the genetic engineers were learning to

several years

One senior biotechnologist from a company with a long tradition in the field of making antibiotics, claims that his most valuable contribution to cor-porate biotechnology strategy has been to keep his company out of the interferon race.
Most of the 200-odd research

ment Celltech is specialising pany, the U.S. brokers, raised in applications of certain mono- \$25m to start a new in applications of certain mono-clonal antibodies, a British discovery which promises to find wide application in medical

diagnosis and later possibly in therapy too.

Profits in diagnostics will accrue to those companies which successfully package mono-clonal antibodies as foolproof kits for the hospital technician, in the way Amersham Inter-national has done for radionational has dona for radio-active methods of diagnosis. Almost 00-00e among the 80 or so companies marketing mooo-clonal antibodies has yet pro-duced such a kit. Celltech should he one of the first. 'A recent report from Paine Webber Mitchell Hutchins, the New York brokers, forecast a total market worth \$3.9bn for diagnostic products by 1988, with test kits hased on monoclonal antibodies accounting for

The incective is that such tests may be able to diagnose tests may he able to diagnose hepatitis, herpes, venereal and other infectious diseases in minutes instead of days, and with greater certainty than can be claimed at present. The Paine Webber study oamed Genetic Systems, Hybritech, Monoclonal Antibodies and Centocor as Celitech's four higgest rivals in tha U.S. market.

the oew techines in human health problems, there are several good reasons why vaccines against viruses should prove superior to those made hy conventional tissue culture technology. They include greater safety both in manufacture and in the final product, the possibility of simpler methods. large-scale manufacture, a more robust product that does not need refrigeration, and lower

In addition, it may be possible to make vaccines against diseases that cannot be easily prevented today. High-purity targets, as seen hy the research boutlques, include rables, footand-mouth disease. African borse sickness and TB.

Britain's oew research boutlque based on the work of the Agricultural Research Council should be strongly placed in this area since in its In addition, it may be possible

placed in this area, since in its Animal Virus Research Institute at Pirbright the council has one of the world's leading ceotres of research in animal diseases. Importance of specialised 'back-up' technologies

Many novel services needed

FOR £10,000 you can huy what is claimed to be a "flying start" into the business of biotechnology. That is the price British Petroleum has put on s unique library covering two decades of experience with the continuous fermentation of single-cell protein, and an esti-mated BP investment of over

£100m at 1981 prices.

For that money you get the experience of a pioneering venture which began in the late-1950s with the discovery of reasts that thrived on the waxy reaction of certain crudes, muloplying to make a protein-rich animal feed while raising the quality of the oil fraction

From a scientific discovery it progressed through an immense technological davelopment for large-scale, cootinuous fermennation under aseptic conditions, to the commissioning of a 100,000 tonnes/year production

and ideas from the frontiers of hio-science into techniques industry can exploit. They are founded and managed by entrepreneurs driven by a desire to translate Nobel prizewinning research in genetic engineering into profits.

Their targets are primarily pharmaceutical and health-care products for that is where the biggest profits appear to lie at present.

There can be no doubt about the desirability of curing or preventing, say, virus diseases in man and animals, or of better ways of diagnosing many diseases. But other industries recognise that genetic engineering may eradicate problems or open fresh paths to profits. For farmers, it may yield crops more resistant to disease, frost, sait. new blotechnology company Biogen—had begun detailed

> library illustrates some of the rivalled service for companies problems blotechnology is making interferon for clinical facing today. BP has abandoned trials. its process. So have most— ropular television pro-though not all—of the petro-chemical groups which plunged how Britain has missed out in into single-cell protein in that the world market for mono-1970s in the wake of BP's clonal antibodies are not sup-

> enthusiasm.
>
> The company knows how evidence. The latest Directory much science and technology it of Biologicals, published by

was obliged to pioneer in order to huild its joint Italproteine venture with ANIC in Sardinia. venture with ANIC in Sardinia.

But it also knows how finely the technology had to be tailored to its specific objective, single-cell protein from hydrocarbons—one that the world is proving reluctant to adopt for the present.

Biotechnology requires a range of novel services if the discoveries of the genetic

range or novel services if the discoveries of the genetic engineering laboratories and "bonfiques" are to be exploited. But these services, too, will often be novel, and will require often be novel, and will require
the same dedication as the
science to perfect them for a
novel task.

Comparison of the science for a from the biologicals.

BP claims to have contributed considerably to the technology of centrifugal separators in its quest for largescale downstream technology

processing conditions for tha world's higgest fermenter. Another ploneering British biotechnology company in services is Celltech, set up in 1960 as joint venture between City

Successes

anti-interferon, a product for purifying interferon. Celitech more conceotrated conditions.

Biotechnology is a dilute operation, rarely exceeding a especially in the U.S. for a discovery made by a Medical few per cent concentration in Research Council unit at Warwick University, but menter. developed by the company into a manufacturing technology engineering.

a manufacturing technology
The BP single-cell protein capable of supporting an un-

Popular television

Nature this spring, makes the point that in the space of a year monoclonal antibodies, previously hardly mentioned, have proliferated to 83 different categories.

"Breeding like rabbits."

proliferated to 83 different categories.
"Breeding like rabhits, monoclonals will 00 doubt overwhelm next year's directory," it The directory is aimed at tha

research centre rather than the shop floor, although the divid-ing line for a fast emerging technology is often far from

enzymes, proteins, mucleic acids, etc—extracted from living organisms to 45 individual species of research animal, from armadillos to Xenopus

for single-cell protein.

ICI and John Brown

Engineers and Constructors instrument companies sub worked closely to perfect sterile choulders with national laboraenougers with national accordances for as the PHLS Centre for Applied Microbiology and Research at Porton, offering "microbial

Central though the fermenter and State financial interests to (or bio-reactor) is to every exploit discoveries to the biotechnology process, the technational laboratories, particularly in monoclonal antibodies. less crucial to commercial success. Biotechnology is moving Successes

The most successful use of in the chemical process indusmonoclonal antibodies so far is anti-interferon, a product for towards faster reactions under

> of the solids are harvested for the product. But this is untypical; mostly the blo-product remains to be separated from a much greater weight of water and unwanted solids. A bacterial cell contains about 5 000 different proteins, a single one of which may be the maker's

Separation and purification must become a major growth point for biotechnology, as the

opment of high-technology pro-cesses for separation and puri-fication of biologicals is Fortia AB in Uppsala, Sweden (soon to be renamed Pharmacia).

This fast-growing blotech-mology group has scaled up pro-cesses originally developed for laboratory purification—such as chromatography and membrane separations—to industrial pro-

For example, in Large-Scale Chromatography Unit has brought the technique of chromato-focusing to the shop

These downstream processes are recognised as a priority area for academic research in Britain. In addition, they are being given support through a "club" set up jointly by two national laboratories. Harwell and Warren Spring.

Support

A group of British industrial companies, numbering more than 50, are supporting a cooperative R and D programme called the Downstream Processing called the Downstream Process-ing Club, managed by Dr Philip Hawtin.

Perhaps the most glamorous demonstration of the high-technology of bio-separations is the experiment just performed abourd the latest U.S. Space flight earlier

The Electrophoresis Opera-tions in Space (EOS) experigravity-free conditions of space continuous flow electrophoresis can be made a substantially faster and more efficient process of separation.

The experiment was mounted by McDonnell Douglas which has an association with Ortho Pharmaceutical, past of the Johnson and Johnson group, to study jointly the commercial feasibility of space processing

No shortage of financial support

THERE IS oo shortage of Dr Coleman drew up the approach so far of Roshschild's money available for biotech British programme, for which Biotechnology Investments oology at the moment. When the Dol found £16m—"exactly fund, Dr Walker took an active individual projects and ventures the same as I asked for "—last claim that they are starved of antonem. He firmly believes cash, the reason is likely to lie that what matters is not that

responses to fund-raising for genetic engineering companies, specific bio-ventures. Biogen but that modest amounts of cash

genetic engineering company, California Biotechnology, late last year. Nearer bome, tha British Technology Groop is setting up a new genetic engineering com-pany to exploit national

research in agricultural science.
It expects the Agricultural
Genetics Company (AGC), as
the new vecture is named provisionally, to be backed by as
much as two-thirds private cash. AGC is a government-spot-sored attempt to repeat the suc-cess of Celitech, launched in 1980 to exploit tha discoveries and inventions of the Medical Research Council'a units in geoetic engineering.

Impact

BTG believes that the Agricultural Research Council's research units afford no less opportunity for a similar "seed" venture, introducing new science to the agricultural industry, as Celltech is seeding the pharmaceutical industry.

Some agricultural scientists believe that ultimately genetic engineering will have a much bleger impact on crops and

bigger impact on crops and animal husbandry than in human medicine, but recognise

Celltech's hackers did.

The Bridsh Government estimates that it has committed more than 160m-at least £20m a year for the next three years to the support of hiotech-

—to the support of hotech-nology.

Dr Ron Coleman, the Govern-ment chemist, who has special responsibility for the support of biotechnology on behalf of the Department of Industry, says it is not true that the Japanese and French Governments are investing more heavily than Britain. Each has committed around \$60m. albeit in different ways, depending on how they see national priorities. The Japanese, for example,

with the venture itself, not with larger sums of public money the financiers.

The evidence lies in recent nology to chase the 150-odd U.S.

we've go thousand flowers bloom."

The eccompanying table summarises the highlights of Dr Coleman's investments.

As a safeguard against Britain missing out on a good emerging prospect in a field where the "flowers" are blooming so prolifically, Dr Coleman has recruited his own "ginger group" of histochanolo-gists from industry.

They are oot there to assess Dol investments, he says, but to warn him of gaps in the British portfolio, where timely action might avoid a company, an industrial practice, even an entire industry becoming obsolescent through a discovery observed the engineering or the associated blotechnology.

Another arm of British

associated biotechnology.

Another arm of British government support is through BTG, which bas made about 40 investments in hiotechnology companies, with a total commitment of about £13m. BTG plans to double this over the cext four years, to about £30m at 1982 prices.

The third arm is the Bio-technology Directorate of the Science and Engineering Research Council, whose activities are discussed in more detail in the articla on university involvement in biotechnology.

In the private sector, Blotech-nology Investments, the Guernsey-based venture capital arm of N. M. Rothschild, specialising in biotechnology, has four or five new investments — including its first outside the U.S. ing its first outside the U.S.—
likely to be completed in the
next month or two.

These could double the value
of investments from a fund that
was valued at £55m when it
released its interim statement
in Newton and chariful commit-

in January, and should commit about two-thirds of the fund. Mr Peter Laing, of Rothschilds, reports that in recent months it has found the quality of British proposals "much of British proposals "much improved." As late as last November it had found no unquoted British company that met its investment criteria among 23 possibilities it had investigated.

Technical Capital (TDC), venture capital arm of Finance for Industry, has built a portfolio of four blotechnology investments in the past two or three years. In parallel, it has built a portfolio of health-care investments, potential rectpients of the new technology of its hio-invest-ments. Both portfolios are the responsibility of Dr John Walker, a former ICI research role from the outset, in helping to shape a venture to meet TDC's investment criteria. Two investments - Plant

Science and Imperial Biotech-nology—have been fashioned from university resources. The others are in Cambridge Life Sciences and (with four other partners) in Celltech. They has been to keep his company out of the interferon race.

Most of the 200-odd research bridge (Massachusetts), bas boutiques bave a specialty or two for which they are soliciting the sale of 2.5m shares last view: "It seems to me that what long-term commercial invest
special novements. Bloger but that modes another of cash of the sale of 2.5m shares in Campinge Life Sciences and (with four other partners) in Celltech. They not about £2.5m of TDC cash. He expects to complete this the sale of 2.5m shares last view: "It seems to me that what long-term commercial invest
month. E. F. Hutton and Comwe've got to do bere is let a wick University, and in another, substantially bigger than any so far, in biotechnology from a British Government laboratory.

Where the Dol's £16m is going: Consultancy: a Strategic studies: Up to 50

e Problem-solving: 100 per cent of cost of 5-15 man-days of consultancy. Innovation: Demonstration projects: 25 per cent grant

per cent (up to £25,000

b Feasibility studies: Up to 75 per cent (up to £10,000 total grant).

total grant).

Centres of excellence: a Porton: Two big new fermenters.

b Harwell/Warren Spring: Downstream processing

c Patsceotre: Continuous fermeoter. d Biotechnology consortium: Biocatalyst development.

1

STEEL STREET

11 11

1

11

Firmer foundations: National enimal cell culture collection: Based at Porton. Information service: Central file on hiotechnology data.



BIOTECHNOLOGY **INVESTMENTS LIMITED**

Biotechnology Investments Limited is an investment company, based in the Channel Islands, which was established in 1981 and which has funds available for investment of more than US\$50m. The company continues to look for opportunities to invest in unquoted biotechnology companies worldwide and proposals should be sent to its investment advisers, marked for the attention of Mr. David Leathers:--

N M Rothschild Asset Management Limited New Court St Swithin's Lane London EC4P 4DU

genzyme

Biotechnology reagents

Clinical diagnostics

Custom fermentation/synthesis

Laboratory products Come and see us at Biotech '83 - Stand 77

10 am -- 6 pm 10 am -- 4.30 pm are investing in a 10-year programme of long-range R and D, for which 14 Industrial organisations have formed a cooperative research association. with a research programme spending over £3m a year. "The Business of Biotech-nology," Financial Times Busi-ness Information, £93. scientist in biotechnology.
In contrast to the passive

Amersham International - Celltech - Amicon -P & S Biochemicals - Leicester Biocentra -Pharmacia Fine Chemicals AB - Biolafitte SA -1C1 Agricultural Division - Millipore-Waters -Monotech Laboratories - Anachem -PA Technology - John Brown Eng & Constr -Applied Biosystems GmbH - Du Pont (UK) -Cambridge Biotechnology Laboratories -Bio-Rad Laboratories - LH Farmentation -Giovanola Freres SA - LKB Instruments -Gist Brocades - Domnick Hunter Filters -Carlbiotech - Hitachi - Imperial Biotechnology -Centre for Applied Microbiology & Research -New Brunswick Scientific (UK) - Whatman Ltd -FT Scientific Instruments - Wallman MBR -Admission to the exhibition is by ticket only -22.50 at the door. A limited number of complimentary tickets are available to those involved in this technology. Please apply immediataly by talephoning (09274) 28211.

Persone undar 18 years of aga will not be optimized. Online Conferences Limitad, Argyla House, Northwood Hills, Middlesex, HA6 1TS, Phone: Northwood (09274) 28211 Telex, 923498

BIOTECHNOLOGY III

Looking ahead: an astonishing diversity of targets.

Key decisions awaited

for biotechnology, rooted in the genetic engineering discoveries of the 1970s, has reached a crucial stage.

It has uncovered an astonishmas uncovered an astonishmas uncovered an astonishmas uncovered and astonishmas uncovered as a state of the control of the covered astonishmas uncovered as a state of the covered as a state of the ing diversity of potential targets of interest to many

 $u^{g\lambda/3}|^{l^2}$

mand to

mand, tage of the state of the

it is and the

date to the

Sometiment is

the state of the s

to up long

tion teamor.

the of published

M and D pr

. Downstand

. Journaled by

r. The Box 6. father, of the

the part in

Miles tradel over The transfer of ir o or opine the three elec-

Mid hinre fac

April and the

Section 1 1 A

at the saffing a distribution of par-

The Adaption

oracio de 🕾

An approximate

a marting

ppo

a compati-

graph of the State of

7 to 11

ger in the rest

was the second

Albert Arms Co.

LOGY

LIMITED

g Landed is

same A on the

as manifested

dia available

n 11888m

100 S. 100

a\$1023137444

West of the sale will

A No and Charles

التنتينية إداء وداع

/aynthesis

stie alticated

1916 1 6 7

ti til rete

ort

established industries, some of which could threaten whole sectors of commerce, in food and drink for example. Its backers are calling for decisions to be taken between all these targets, to gain control of burgeoning R and D costs. But the scientists behind these bio-ventures know that deci-

sions at this stage must still be risky gambles. They may well have demonstrated their initial chaim—that by using their skills as genetic engineers they could induce a living organism to manufacture some coveted substance such as interferon, insulin or human growth humaner.

n nearly every case, however, they still have a long way to go before they can claim to be making it in large quantities, by a dependable process, with adequate "blo-activity." Even then, they must convince the regulatory authorities that it is safe enough for use in the regime they processe.

regime they propose.

There have been plenty of disappointments in the research appointment in the research boutiques: generically mani-pulated organisms that proved short-lived when the biotechnologists began to biotechnologists began to scale up the breeding; new vaccines that lacked potency; products which (like interferon) turned out to have severe side effects in large doses; products which, like Eli Lilly's genetically engineered insulin, have no clear therapeutic advantage to justify a doctor changing his patient's regime.

his patient's regime. Yet there have been far fewer. failures among the new ventures than might have been expected, given the recession. One or two U.S. companies the 1980s. This can be said the 1980s. This can be said. expected, given the recession.
One or two U.S. companies have failed. One or two ran amok in research and had to be dragged back on the rails by their backers.

da Research Laboratories is one example, with its

stated ambition to become "the IBM of biotechnology." but the banks agreed to refinance the company only on the basis of a less granon the basis of a less gran-diose corporate plan. Cetus, in California, over-stressed its hopes for one particular process, making a sweetner from starch, and its support from the oil industry, and suffered e big setback when the oil industry withdrew its support.

One or two, such as DNAX in California, have been bought up by big companies as long-term research investments, as was indeed always envisaged by some of the blo-entrepre-

UK ventures

Britain may well have nearly 30 of these ventures by the end of the year. Mostly they are very small. But the biggest, Celltech, already has a staff of 130 and a scientific reputation strong enough to woo a research team away from the Medical Research Council to join its laboratories on the trading estate in Slough.

It resisted olitist ideas that it should be near Cambridge for a workaday environment with good international communigood international communications. How far the com-bination of good science, enthusiastic marketing and an earthy business approach has impressed the City should be clear in the next year or two when the comment seeks two when the company seeks

Big profits from biotecimology will require big investments and considerable patience. ICI's hopes that Pruteen would prove a "cash flywheel" to keep the money rolling while its biotechnologists invented many other products came to grief.

It is militaly that any manufactured in the products can be grief.

with confidence because the best prospects are new drugs, which inevitably will require long and expensive pro-grammes to work out how best to use them, and to con-vince regulatory anthorities of their safety and efficiency.

substantial profits from genetic engineering will come from foolproof diagnostic kits for diseases, of the kind that proved big earners for Amer-sham International and New England Nuclear (now part of Du Pont) in the 1970s. These companies pioneered the development of commercial radio-immuno-essay.

cial radio-immuno-essay.

Generic engineering promises to expand the diagnostic technology to many diseases and conditions which have not proved susceptible to radio-immuno-assay, such as bepatitis B and the venereal diseases.

diseases.

Not until the late-1980s, or even later, will substantial earnings accrue from new drugs or foods, tho kind of products which could prove very profitable. This presents the new biotechnology companies with a serious problem of how to survive.

Most will not survive as the independent entitles they are today. Their beckers are unlikely to have the patience.

likely to have the patience. Many will never achieve the "critical mass" of scientists

But a few will continue to grow into major corporations of the 1990s. They will de-velop into manufacturing companies, steadily staling up their technology and trans-ferring skills in-house. Genentech, is already well down this path. Both Biogen

Joint international research ventures

More collaboration sought

that would help exploit the immense opportunities pre-sented by the new technologies, particularly for creating new

One of the 18 proposals which later emerged embraces blotechnology. Not all the seven warmly endorsed this proposal for international collaboration -the U.S. for example, believes it is a sector best left to market

Nevertheless, France and Britain have been nominated to a clear commercial lead a study of the potential to the manufacturer. for collaboration.

The report of the working group, published last month, says that "biotechnology will bave significant economic and social impacts on both developed and developing nations... many of our governments have national programmes which concentrate on basic research in

"It is therefore appropriate to consider international cooperation so that limited national resources are not wasted by unnecessary duplica- patron.

international links between training centres for blotechno-logists among the seven, that could also reach out to the de-veloping countries; links be-tween regulatory authorities for food and health products which could speed commercialisation of new products through common codes of practice for safety evaluation; and inter-national ettention to the prob-lem of "orphan drugs" for diseases which do not provide a clear commercial incentive

The Versailles initiative, to be discussed by Heads of State at the Williamsburg economic sum-mit in the U.S. next month, built in the case of blotech-nology upon a French initiative under the Mitterrand Govern-

ment. Dr Pierre Douzou, a biologist from the Rothschild Institute, a small bio-sciences laboratory in Paris, became the government's edviser in biotechnology and found in M. Jean-Pierre Chevenement a powerful political

"He understood very clearly
"If managed carefully, such the importance of biotechnocolleboration should accelerate logy," Dr Douzon says.



FOR SOUTHERN AND NORTHERN TRANSFERS.

LIFTS AND DOT BLOTS

Trust your Transfers to Pall

For trouble-free transfers, you can depend on Pail® Biodyne™ nylon membranes. After time-consuming DNA purification and electrophoresis these strong, inherently hydrophilic, dependable membranes won't shrink, burn, distort or tear. Repeated hybridisations can be performed with confidence.

Pall Biodyne membranes offer reproducibility, sensitivity and quantifieble DNA retention down to 15 base pairs. With Pall Biodyne membranes you won't lose your DNA.

Pall has 35 years' experience in the field of biotechnology. All products meet strict quality control standards, are supplied with protocols, and are backed by the finest technical support and a unique Scientific and Laboratory



Pall Process Filtration Ltd., Europa House, Havant Street, Portsmouth PO1 3PD, England. Tel: (0705) 753545 Telex: 86251 Cables: Pall Portsmouth Telex. A major new drug nowadays
can rum op an R and D bill
of £50m — not counting the
manufacturing investment to put it on the market. The likelihood is that the first

and Celltech successfully imi-tated some of its best features and show promise of following it into the big time.

days et a time.

stx different countries.

genetic engineering.
Industry has to develop the

skills for recognising their value

and transferring the techniques swiftly and effectively into its

industry may be contributing substantially more than this, if

come to fruition so far. The

is the Leicester Biocentre, in

which Dr Potter has brought

ecademic researchers working

in genetic engineering.

Professor Barry Holland,
acting director until a full-time

appointment is made, says the aim is to create a research insti-

am is to create a research insti-tute of international repute, baving strong ties with Leicester University's schools of biology and medicine, and with

industry, not only through its four industrial patrons but

more widely by way of research

The Leicester Biocentre is aiming for a bodget of £1m a

year. So far, the four industrial patrons plus the Biotechnology

Directorate have committed a total of £1.18m.

grant of £570,000 from the Wolfson Foundation for a new

building Distillers is shortly to join as a fifth industrial partner.

In fact, British companies are beginning to contribute sub-stantially to the SERC effort to

strengthen the nation's bio-technology research base. Fourteen—ranging in size from ICI, Unilever and Albright

and Wilson to Bio-Isolates and Cambridge Life Sciences have

agreed to support co-operative

research ventures in universi-ties. The SERC requires a

contribution of at least 50 per

cent " in cash and kind " to such

projects. By mid-April, industry

had contributed £1.7m to 17 projects, and SERC snother £0.9m.

A three-tier research strategy for supporting blotechnology has been fashioned by the Bio-

technology Directory.
The first tier encompasses support beving fundamental

and long-term implications, in-cluding essential parts of the

infrastructure, such as culture

second tier identifies

In eddition, it has secured a

Two major initiatives have

present trends continue.

own laboratories.

FOLLOWING the Versailles conomic summit last summer, a working party of scientists and science edministrators from the seven participating nations was asked to develop proposals was asked to develop proposals that would help "evolute the international links between hate was arrious to make the was arrious to the was arrious the was arrious to the was ar

stronger in the science. French plan

the best use possible of collab-oration with countries that were

In the event, Dr Douzou's initiative was overtaken by the Versailles agreement, while M Chevenement is no longer the political patron. A French plan for e new international research centre for blo-technology—in France, of course—was scotched by its partners. But British officials see genuine possibilities for international collaboration in strengthening the infrastruc-ture of blotechnology, in culture

collections for example. At a commercial level, inter-national collaboration is already strong, as the U.S. recognises, because the premier companies pioneering in biotechnology are multinational groups such as the pharmaceutical and chemical companies.

cal companies.

The principal patron of Genentech has been the Swiss drug company Hofman-La Roche; the principal patron of Biogen has been Schering-Plough, Major British blotechnolgy groups such as ICL. Beecham, Glaza, Amersham International and Wellcome bave subsidiaries, and licence agreements worldwide.

Another kind of international connection was pioneered by Hoechst. It caused a furore in West Germany in 1981 when Hoechst came to an agreement with Harvard University to fund a 10-year research pro-gramme in genetic engineering Prof Hansgeorg Gareis, 25 Prof Hansgeorg Gareis, as head of Hoechst's pharmaceutical division, became convinced that such a long-range investment would be more profitable—"the intellectual density in Boston is much higher than anywhere in Europe"—than it would in West Germany, where, as in France, the scientific base is weak.

His decision to spend \$50m in the U.S. caused an outery in scientific circles in Germany. One direct consequence was that a number of other German chemical companies forged similar bonds with German

universities. In Britain, Celltech struck an important deal last eutumn when it appointed Sumitomo, a Japanese chemicals as exclusive Japanese Celitech sees Japan as the world's second-biggest market, after the U.S., for the drugs and diagnostic tools it is developing.

* Technology, Growth and Employment: report of the working group set up by the Economic Summit Meeting of 1982. Cmnd. 8818. SO £3.55.



Earth-based version of a pharmaceutical processing device

Earth-based version of a pharmarcular processing device that will be tested in space in NASA's Space Shuttle is checked by McDonnell Douglas Corporation technician. Scientists believe the operation of the electrophoresis device in zero gravity of space may produce pharmaceuticals unstainable upon earth, thereby possibly leading to improved treatments for diseases like diabetes and haemophilia.

Commercial success depends on

close links with academia

Universities'

in the wido rango of disciplines needed to bring a major biotechnology venture to fruition.

Some will fail. Some will be bought up by big companies. Some may carve a niche as specialists in some facet of biotechnology and survive as contract research companies.

But a few will continue to

tions. Biogen has a scientific board of 13 internationally recognised scientists, of which three are employees and 10 are in universities or similar insti-Another kind or academic initiative is the grouping of university facilities, as illustrated by the establishment of the South East England Biotechnology Consortium.

tues. They meet regularly, four or five times a year, for two Here, the relevant interests of three institutions—Kent University, University College, London, and the Polytechnic of Central London—are being pooled in such areas as short All of Biogen's projects are directed by one or more members of this board. Between 1980-82, Biogen itself provided about \$6m towards the research of its own scientific advisers, in courses tailored to industry's needs, information and advisor Industry's manufacturing advi-sory service and small firms The universities and funda-mental research institutes such as those of the Max Planck in

sory service and small firms technical engineering service, and research in blocatalysis. An industry-university relationship of a different kind has been forged between the University of Sheffield and TDC, venture capital arm of Finance for Industry. West Germany and the Medical Research Council in Britain are providing the research leads and inventing the basic tools of

Plant Science

viftly and effectively into its Late Last year, a new com-yn laboratories. Late Last year, a new com-pany, Plant Science, was born in Sheffield, specialising in for the support of a more effi-cient interface between univer-

The driving force is Professor sities and industry is the Mike Fowler, ebullient bead of Biotechnology Directorate of the Wolfson Institute of Biothe Science and Engineering technology at Sheffield. But Research Council. Flant Science has been Headed by Dr Geoffrey Potter, it seeks ways of boosting sup- a scientist turned-banker workit seeks ways of boosting sup-port for research in British universities and polytechnics.

ing for TDC. Of the £50,000 start-up capital with which the venture was launched, TDC found 40 per Dr Potter expects to be spending about £2m-£2.5m a year by the mid-1980s. But British cent and Prof Fowler (technical director) and Mr Tony Jubb (managing director) 30 per cent between them. The university put up another 20 per cent. The Wolfson Institute has put up most of the capital for facilities worth about £500,000.

But these initiatives are not typical of relations between which life Potter has brought together four British companies
with non-competing interests in biotechnology—Dalgety Spillers
(food), Gallahers (tobacco),
John Brown (technology) and
Whitbread (drink)—is a new prompted the Prime Minister British universities and indus-try. This fact, and the success research venture at Lelcester last autumn to ask ber scientific University, closely associated with its School of Biological between industry and academic Sciences which has 50 full-time research. It reflected a growing concern in government over Britain's failure to take commercial advantage of much of

its research.
More specifically, Dr Potter has given a contract to the Institute of Manpower Studies at Susser University, asking it to investigate the "brain drain" of biotechnologists and their like from Britain, to see whether there is cause for CELLTECH

A world leading biotechnology company

Two years after its formation, Celltech is a notable commercial success in international

- The world's major producer of antiinterferon, essential to the assay and purification of interferon for clinical use
- The first to market unique blood grouping reagents
- A UK leader in the application of recombinant-DNA technology to pharmaceuticals development
- Pioneer in cell culture techniques; offers the production of monoclonal antibodies on a large scale

The focus on clearly defined international market sectors offering solid commercial returns is the key to this success. Strong links with academia including the UK Medical Research Council, and the Company's proven record of scientific innovation have played a central part in these achievements.



CELLTECH-The biotechnology company that delivers

For further information and a copy of the Annual Report and Accounts, please write to: Celltech Limited, 244-250 Bath Road, Slough, Berkshire SLI 4DY (Tel: 0753 36163)



FACT: JOHN BROWN's practical experience in the engineering of biotechnology plants goes right back to before the current boom began.

FACT: Major projects successfully completed over the years—on time, within budget—span an unrivalled product range, Antibiotics, Destran and other polysaccharides. Single cell protein. Ethanol. FACT: Our services cover every imaginable need of

the smallest to the largest client. Process and engineering consultancy...process evaluation and development...project definition...project

John Brown Engineers & Constructors Ltd 1 Buckingham Street, Portsmouth, Hampshire, PO1 1HN Telephone 0-705-822300 Telex 86136

FACT: Our long-standing commitment to biotechnology is evidenced today in an improrange of individual and joint research and Not surprisingly, John Brown Engineers & Constructors Ltd in the UK and our US-based sister company Crawford & Russell Inc. are now recognised internationally as being right in the foretront of biotechnology developments. We are ready to talk . . . to listen . . . to consider possible joint action, Any time. Anywhere in the world. This, too, is FACT.

Biotechnology

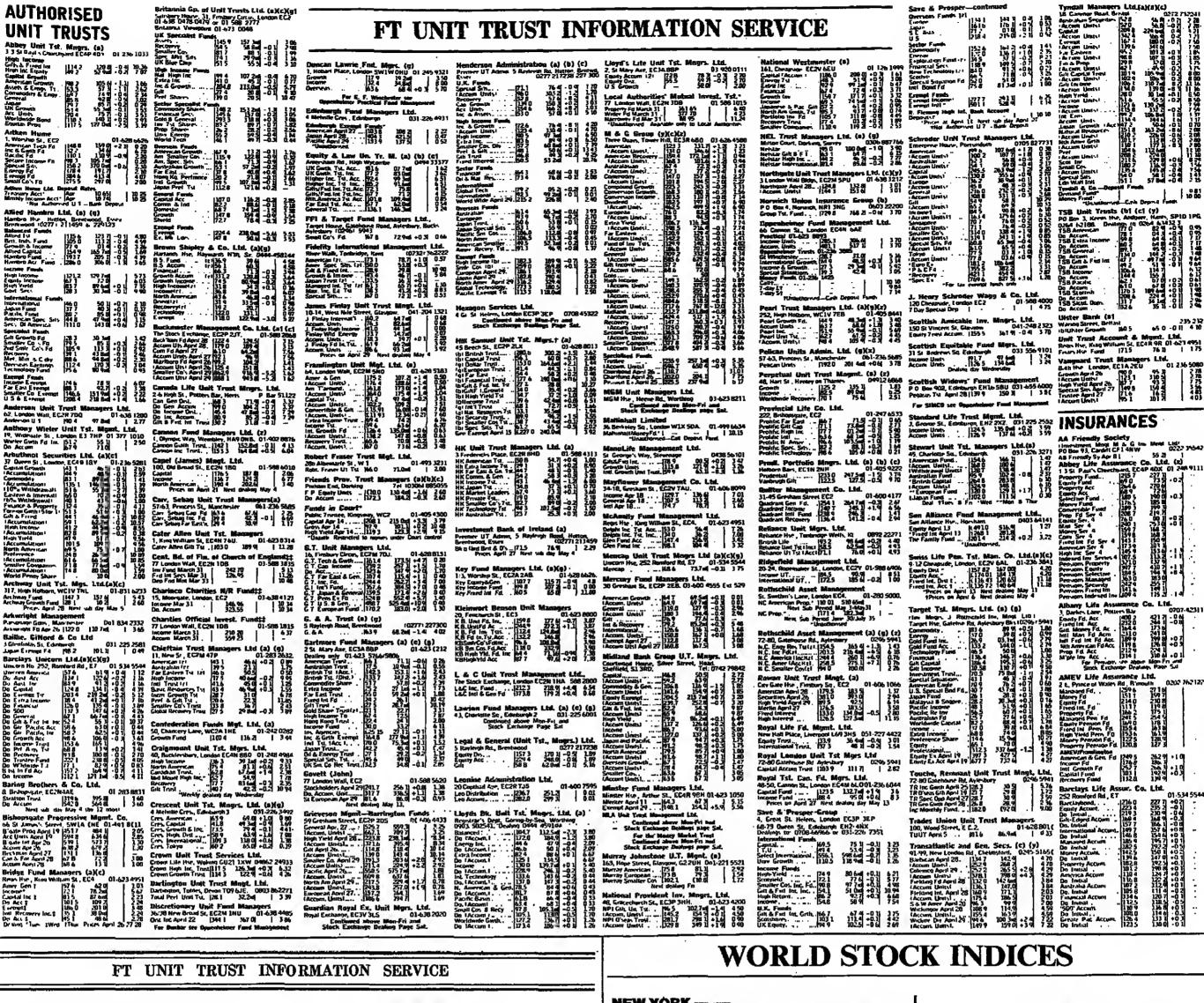
JOHN BROWN

That's the number for direct contact with the North of England, the growing centre of UK biotechnology.

Come and see for yourself on Stand No. 65 at BIOTECH 83, Wembley Conference Centre, 4th to 6th May and talk to the industrialists, academics, development agencies and financiers.

Washington Development Corporation, North of England Development Council, Department of Industry, Durham University, Newcastle University, Teesside Polytechnic. Sunderland Polytechnic, ICI, Domnick Hunter, Diamond Scientific, NBL Enzymes, Bioprocessing, Marshall Wood

We don't just talk about working together, we get on and do it.



Authorised Units—continued

Authorised United Agriculture Countries Countr 5322
2 05 83 On Victoria 5t. EC4N 45T. 01-258 0952
1 29 Call Fund — 10.17
3 b1 7 Day Fund — 10.05
1 18 'Unduffor/Sed—Sterling Depos-1 Fund. Offshore and Overseas—continued

Si Julian's Ct. St Peter Port, Guernsey 8481 28741 Actibonds Investment Fund SA 37 rue Naire Dame Tusembrg Tel. 47971 Aartbond in U5519 84 CAL Investments (IoM) Lid 16 51 Georges SI Dougles fom 0624 25031 CAL CMAC 0 950 1 008 Dealing days every Monday. Por other Rethickle Others Funds tee Other Rethickle Others Section, Other Section, Other Section, Other Section, 2 Soutevard Royal, Luxembourg. SCI 1ec5A Nav 10.15 PO Box 92, 51 Peter Port, Guernsey.

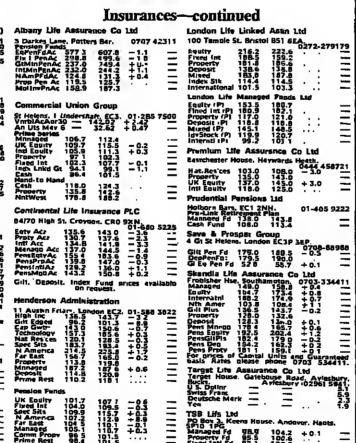
LA Inc. 5104 86 105 10 + 6.16 9.24

LA Acc; 5120.7b 121 01 + 0.19 3.49

MI Tinc. 811b 57 117.1b + 0.89 6.27

MI TAC6 5128 55 129 20 + 0.9b 22.31

Bank of Bermuun Bing, Bermuda 009 29 5400



FT INDEX & BUSINESS NEWS REPORT Hourly updated FT Index Sterling Exchange Rates updated 3 times daily

TELEPHONE 01-246 8026

Bullion, I rugerrands, platinum and base metal prices Dow Jones Industrial Average Share Market Report

Data Type gets £4m aid

BY GARETH GRIFFITHS

THE We'sh Development Ageocy has invested £750,000 in Data Type International, an information (echnology company, which plans (o create 35 to 40 more jobs io its works at Cwmbran. Gwent.

The agency has bought £750,000 worth of preference stock with an option to convert in after five years.

Data Type's capital valuation is about £10m. The ageocy money will be used in part to he'pp pay for building an additional 25,000 sq ft factory at Data Type headquarters.

Mr Gerry Tuffs, chairman of Data Type, sald yesterday that

NE	W	YOF	₹K.D	JVY JONE	3							
	7		4				Apr	1	1983		Since Compilet's	
		May 2	Apr 29	Apr 28	Apr 27	Apr 26	25	High	Low	High	Low	
Industr	nals	1204.33	1226.2	1219.52	1298.4	1289.4	1187.2	1 1228.2 29/4	1827.94 (2/1)	1226.2	41.22 (27/33)	
Trans	per1	516.44	524,94	522.15	517.38	523.58	518,82	531.53 (8/4	434.24	53 (.53 (2)/4/13		
United	ies i	127.91	128.40	127.77	127.17	(26.43	126,82	129.84	119.45	163.32 (28/4/8)	18.05 25/442	
Traying (0000)	wai ist	8817	10575	9441	11814	9725	9915	-				
				' 	Apr 29	Ap	22	Apr 1	5 (Year Ago A	Polecock	
od div y	rigid 9				4.48	4	.60	4.69		0.51	1	
STAND/	RO A	ND POOR	\$									
		May	Aur	Air	Apr	Apr	Acr	190	3	Since C	ospilet's	
		2	28 .	28	27	26	25	fligh	Low	High	Low	
Indus	zkin	182.0	184.72	182.92	181.12	18 (.53	77.91	184.72 (29/4	154.96 [2/1]	184.72 (294/82)	3,52 (3/1/1/2	
Comp	ositė	182.11	184.42	162.95	181.44	101.80	(58.81	184.42 (29/4)	138.34	184.42 (29/4/83)	1/6/32	
		•			Apr 27	Ap	20	Apr 1	3 1 1	otr Age()	(opress)	
				[4.07						5.64 7.82	
pd. P/I		d Yield		_	10.35				10.41 12.53		_	
		OMMAGN							AND FA	us		
May		_	1	T 1	983				May 2	Apr 29	Apr 28	
2	29 29	25 28	Apr 27	(Figh	Law	lss	wes trade		925	1805	1882	
93,94	94.2	7 93.5	92.68	94.27 (28/4)	79.7 2U1	g Rist Fail	les		528 84 313	976 893 333	948 550 392	
MONTR	EAL			May	Agr				19	983		
				2	Zŧ	28	Apr 27	н	gh	1	Owl .	
		zierrzes besiden		396.19	357.53 356.59	396.35 329.96	395.78 388.57	367.5 350.9	(25/4) (25/4)		(2(4/1) 55(4/1)	
TERONT	_			2325.8	2348.8	2333.5	2326.3	_	129/4	_	JB4+1	
8.S. IN	HCES	CLOSE	G VALUE	. YESTE	RDAY'S C	AHADIA	HOICE	: LATEST	AVAILA	DE .		
					v York		e Stoc	ks				
•	مادوار	7	Stocks Traded	3.00 p.s Price	n. Ches	90			Stocks Traded	3.00 p.se Price	. Elange on Day	
Massey	Fex _		,250,50	51/2	+71	Expa	p		954,500	3544	+ 1/4	
			,226.80		+-74 -176		Cham.		804.700 RAG 200	27 23%	- 1/2 - 1/2	
Almer Cy			.098,90		_86		June			603	* **	

AUSTRIA Cradit Aktien (2, 1,62) 58.55 67.84 57.67 56.88 48,48 (5.2) BELGIUM Beigian SE (31/1248) Sponhogan SE (5/1/85) 159.75 ·e· RANCE CAC General (\$1/12/82) | 121,8 120,60 119,8 118,0 nd Tendanec (\$1/12/82) | 188,8 125,50 124,0 125,0 O ERMANY FAZ-Aktien (61,12/65) 321,43 821,60 321,84 321,85 321,54 ;28 41 Commerzbank (Dee 1558) 958.0 860,89 855.2 805,8 955,8 ;87.4; NDNG KONG Nang Seng Dank 151,7/94 994,40 1018,45 1012,01 1056,79 1067,58 | 14 4) 781.51 (4 1) TALY Banca Comm Ital.(1879) 198,70 195,42 198,95 194,89 214,85 (91 0) 160.46 110; h 8704.58 (c) 8636.598634.79 8704.39 (2.5) 034.87 (c) 028.18 626.14 834.67 (2.5) NETHERLANOS ANP-CBS Ocnerni (1979) ANP-CBS Indust (1978) 120,1 124,9 124,5 128,3 101.0 | 12 4| 102.8 182,8 102,5 101.5 109,2 | 12:4| NORWAY Oslo SE (4/(:95) 188,32 184,78 184,51 105,85 188,52 :2,6: 59.01:4:11 ·e· 954,87 955,15 956,87 956,67 .27 4, 712,29 18 1(SOUTH AFRICA Gold (1958) Industrial (1958) ·U· 878.4 858.2 916.9 1899.5 1721 ·U· 800.2 908.7 816.4 940.5 22.41 PAIN Madnd SE 131,12:8EI c 185,64 199,72 106,70 118,84 : 15.4 · 88,92 (11-1) SWEDEN Jacobson & P. 11/1/56) .c. .c. 1426,68 1427,78 1427,78 (27.4) 896, 10 :0 1: switzerland swissBankCpn,:61-12/551 330,4 328,0 325,5 326,5 294,4 14.10 WORLD Capital Intl. (1:1.79) - 177.6 178.5 175.8 117.5 .28 4: [**| Saturday April 30: Japan Dow 8682 36. TSE 631 96
Seet values of all indices are 300 axeapt Australia All findurary and i
500. NYSE All Common—50: Standard and Poors—10: and Terento—7.4
Isan named based on 1875.
Industrials plus 40 Utilities.
Unavailable.

40 Financials and 20 Transports.

Low

FINANCIAL TIMES SUBSCRIPTION RATES Please send me details of your subscription rates and how to receive the Financial fines regularly Сотралу

USTRALIA

INSURANCE & OVERSEAS MANAGED FUNDS Financial Times Tuesday May 3 1983 High income & Grossith. 199, 59 128 6-422 | 129, 54 402 | 129, 54 403 | 128, 64 129 | 129, 54 403 | 129, 64 129 | 129, 54 403 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | 129, 64 129 | Report Life interaction Life (1971) 207-207-207 ACT (1971) 197-207-207 ACT (1971) 197-207 ACT (1 Levels Based, Life (C.) UIT (Wign. 1987)
Levels Tax Control (C.) UIT (Wign. 1987)
Levels Based Informational, Genetic (Wign. 1987)
Levels Based Informational Life (Wign. 1987)
Levels Based Percs, Margin, Acc. 24 & 27 S
Percs, Git. Dep. Acc. 24 & 28 S
Percs, Git. P. C. Cap. 15 S
Pe | Continent Life Insurance PLC | Continent Life Insurance PLC | Continent Life Insurance | Continent L ST Laymond, Guidlion.

Service of April 20 1131 20 113 Deposit intital Persian Management List.

Mil Persian Management List.

Managed Fund Str. 1872 4 479 (1+15.4)

Managed Fund Str. 1872 4 479 (1+15.4)

Meer Zeahand Sth. 1878 1 166.2

Maximum Mouse, Southerd SSI 2.15

(New Key May (Managed) 1894 14.3 -0.4

July Language 1894 14.4 -0.4

Americal 2014 14.3

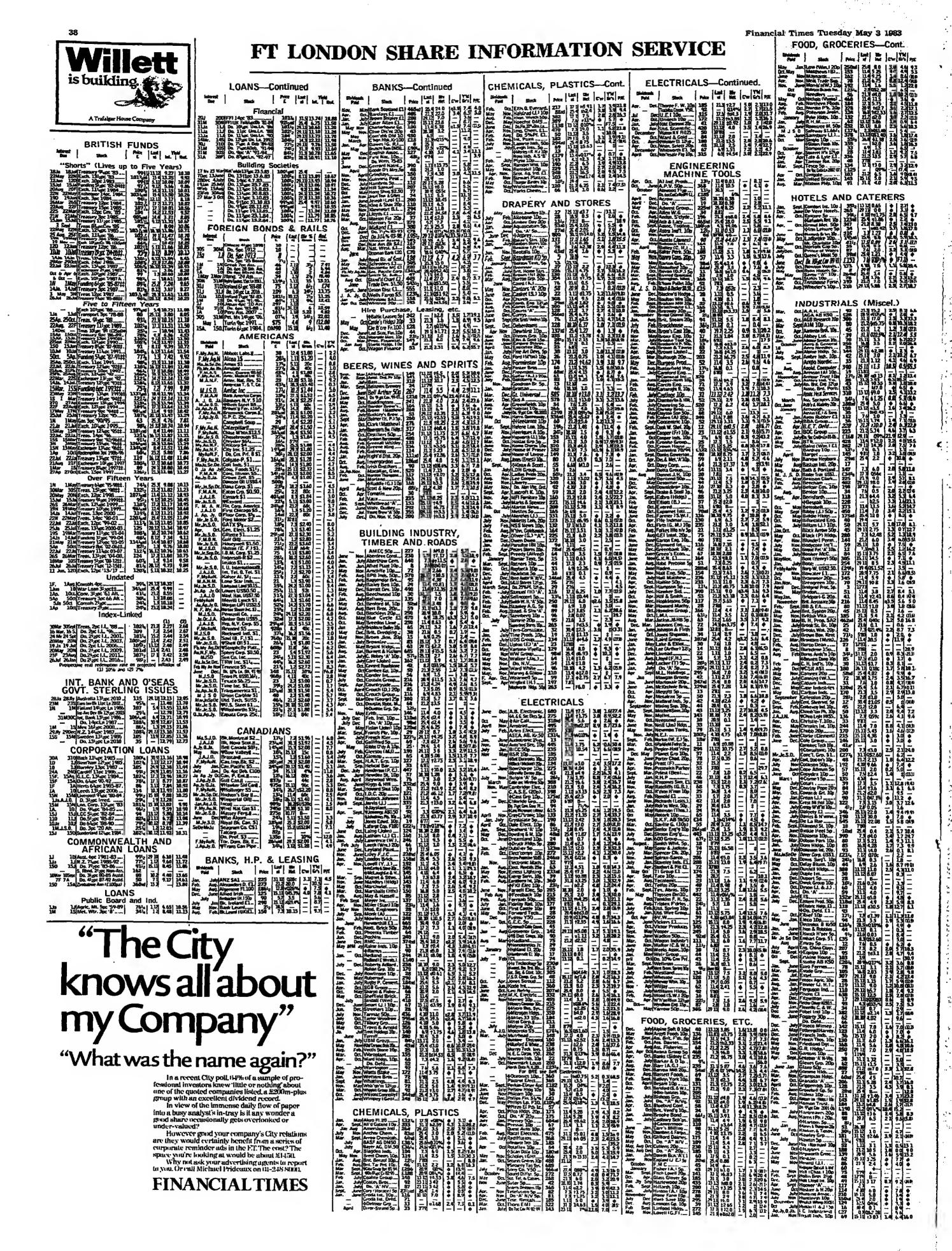
Pacific 1872 14.4

Pacific 1872 | New | Color

A. 3 18⁵

Control of the second of the s

Co Lts



TRUSTS-CORT.

OIL AND GAS—Continued

OIL AND INDUSTRIALS—Continued

INDUSTRIALS—Continued Financial Times Tuesday May 3 1983 OIL AND GAS-Continued INVESTMENT TRUSTS-Cont. INDUSTRIALS—Continued PROPERTY—Continued LEISURE—Continued Price | Last | Sir | Cw | Sr. Stock Price Last Gir Cw Sr's Page Distribute Stack Price at the Cw Sr's Page | Applications | Property | Prope | Rubbers | Fall | U1| | State | Fire | List | Price | List | List | Price | List | Price | List | Price | List | Price | List | List | Price | List | List | Price | List | List | List | Price | List | L | Second | Column | C REGIONAL AND IRISH STOCKS
STOCKS
following as It selection of regional and Irish species, the laster to opening in Irish species, the laster to Albany Im. 20s. 54 Each 15oc 1963. (230)

86g-wr. Est. 50s. 256 Rat. 93-8, 8469. 548

67ag 5 Rose 61. 55

Finity Play 5s. 61. 159

Grass Shis. 61. 159

Grass Shis. 61. 159

Higtors Server 100 Helson (Hidgs. 1. 16)

Higtors Server 100 Helson (Hidgs. 1. 16)

Finity Control (F. 1. 1. 16)

Finity Play 5s. 619

Finity Play 6s. -1 -1 +2 3-month Call Rates "Recent Issues" and "Rights" Page 22

This service is available to Every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £700

ERERS

Misce()

39

12,90 206,2 66,55 25,72 17.67 55.47 40.02 100,

reds (or city

Sldif "

The second secon

Apple: Januite Apple:

Jennite

the pro

40	·		Financial Times Tuesday May 3 1983
EUROPEAN OPTIONS EXCHANGE	CURRENCIES; N	MONEY and CAPIT	AL MARKETS
Series Vol. Last Vol. Last Vol. Last Stock	FOREIGN EXCHANGES		FINANCIAL FUTURES
SCID G	Sapan, West Germany and the UK failed to have much impression on the foreign exchanges last week. Sterling's steady appreciation was more a reflection of stable oil prices, while nost major currencies lost and indicated a steady period from the follar on interest rate considerations. The other main factor was foreign exchange intervention, and comments by flerr Karl Otto Poehl, president for interest rates, helping to have intervention, and comments by flerr Karl Otto Poehl, president for interest rates, helping to have intervention, and comments by flerr Karl Otto Poehl, president for interest rates, helping to have intervention, and comments by flerr Karl Otto Poehl, president for interest rates, helping to have intervention, and sometiment of the sundesbank, and Mr Swfr 2,0685 from FF7 7.34; to of the Bundesbank, and Mr Swfr 2,0685 from Swfr 2,065, or of President Reagan's council of Surging was also strong, important of the sundesbank and Mr Swfr 2,0685 from 2,0485 from 2,048	The Bundesbank, Dutch National Bank, and Bank of Japan gave support to their respective currencies against the dollar, despite waning hopes of an agreed policy by the central banks on intervention. Bundesbank action during April has fed through into the Bundesbank action during April has fed through into the comestic money market, where the French franc, which less to advance on interest the French franc, which less to advance on interest the sundesbank action during April has fed through into the comestic money market, where the anthorities have drained diquidity through currency repur- sing economic statistics. KOF ENGLAND TREASURY BILL TENDER April 82 April	THREE-MONTH EURODOLLAR SIM Beints of 10072 Close High Low Prov. June 91.20 91.26 91.16 90.95 Sept. 91.00 91.03 90.35 90.35 Sol.72 90.75 90.65 90.85 Merch 90.48 90.48 90.44 90.39 June 90.33 90.33 90.33 90.35 90.5 Previous day's open int. 3,689 (3,740) THREE-MONTH STERLING OFFOSIT CSO,000 points of 10074. Close High Low Prov. June 90.25 90.56 90.26 90.25 Sept. 90.48 90.49 90.47 90.47 Dec. 90.48 90.48 90.47 90.47 June 80.12 90.12 90.12 90.12 June 80.12 90.12 90.12 Dure 90.12 90.12 90.12 Sultume 678 (478) June 100-11 105-14 105-04 104-00 Dec. 105-30 105-30 107-00 Dec. 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-30 105-
FINANCE FOR INDUSTRY TERM DEPOSITS. Deposits of £1,000-£50,000 accepted for fixed terms of 3-10 years. Interest of grid gross, half-yearly. Rates for deposits received not later than 6/5/83. TERMS(years) 3 '4 5 9 7 9 9 10 INTEREST '/ 10½ 10½ 10½ 11½ 11½ 11½ 11½ 11½ Deposits to and further information from The Treasurer, Finance for Industry plc, 91 Waterloo Rd., London SEI SMP (01-928 7822, Ext. 367). 'Cheques payable to "Bank of England, at FFI" FFI is the holding company for ICFC.	April 29 Spread Close One month 7. Three 7.	8.7300-8.7800 8.7325-8.7375 2-10re dis -1.03 2.40-3.90dis -1.87 2.4560-2.4460 2.4560-2.4560 -0.86-0.83pl pm 98.00-100.00 98.25-93.75 350-1250c dis -8.97 800-1800ds -52.52 136.55-138.35 136.75-136.50 130-130c dis -8.97 800-1800ds -52.52 1460-1466 1465-1486 7-77-11rs dis -7.4007 7.292-7.1050 2.300-2.25c dis -5.24 8.00-8.04dis -8.23 7.3675-7.4875 7.4900-7.4960 1.40-1.60om dis -2.40 3.40-3.60dis -1.87 2.27-15-238.05 237.30-237.80 0.63-0.569 pm 3.00 1.70-1.60pm 2.7 17.282-17.31 17.282-17.293, 8.10-5.30gr pm 4.70 2.35-2.25pm 4.45 and Ireland ora quotad in U.S. currancy. Forward premiums and punts apply to the U.S. dollar end not to the individual currency elglen rate is for convertible francs. Financial franc 49.10-49.20,	LONDON Base rates 7 day interbank 8 day interb
	Pound Stu. S. Dolfa U.S. Dolfa Octifischi	erling 1 1.561 3.848 371.5 ar 0.641 1. 2,466 237.9	enchFrand Swiss Franc Dutch Gulid Hallan Lira Canada Dellar Belgian F 11.54 3.826 4.323 2287 1.215 76.5 7.396 2.066 2.775 1466, 1.225 49.0 2.999 0.839 1.128 594.4 0.487 12.9 31.08 8.694 11.67 6160. 5.153 206.1
WORLD VALUE	OF THE POUND French Figures Fra Outch Cu thallan Lir	anc 0,810 0,484 1,192 115,0	10. 2.797 8.764 1982 1,666 66.55 28.72 1. 1.048 708.2 0,988 28.72 2.564 0.748 1. 527.2 0,442 17.67 5.046 1.411 1,894 1000 0.855 35.47 3.052 1.687 2.265 1196 1. 40.02

whem they am shown to be otherwise in some cases market rates have been rate; (P) based on U.S. dollar parties (In) financial rate; (calculated from those of loraign and going starting-dollar rates; (T) commercial rate; (asC) exchange currentles to which they are tied.

Abbreviation: (A) approximate rate, buying rate; (2k) bankers' rate; (cm) (as) selling rate.

PLACE AND LO	DAL UNIT	VALUE OF £ STERLING	PLACE AND	LOGAL UNIT	YALUE OF	PLACE AND LOCAL UNIT	VALUE OF ₽ STERLING
ghanistan Afg	tueni	99.50	Oreenland	Danish Kroner	1 15,87	ParuSol	exo(A)8,016,0
Mania Lek		10.00	Oranada	E. Caribbean S	4.81	Philippines	15,20
oria		(A) 7,3820	Ouedaloupe	Local Franc	11.54	Pitoairn Islands — & Sterling	
dorra	rench Franc	11,54	Guam	U.S. 3	1.5605		2,3580
(5)	Banish Pesets	215,20 (CM) 48,684	Cuotomaia Ouinea Republio	Cuerza	55,60	PolandZloty	155,58
gola Kwi Ligua (\$1, E. C	Caribbant S	4.21	Guinea Bissau	Peso	83.45	Portugal	163.75
		115,515	Guyana	Ouyanese \$	83,45 4,6860	PortugalPortugu'se Escude Puerte Rico	1,5506
antine Ar.						QatarQatar Ryai	8.68
stralia 15) Aus	tralian 3	1.7990	HaltiRepub	Gourd	7,8026	Reunion lie de laFrench Franc	11.54
tria Sch 2005 Por	Tugui se Tecudo.	27.035 155.78	Hong Kong	M.K. S	3.1578		((Cm)6,66
A 40			trong nong mannin		64,8522	RomaniaLeu	? (N/C?18.6)
hamas	Dollar !	1,5605	Hungary	Forint	04'90tt	Rwanda.,Rwanda Franc	142,38
hravir Dina	ar	0.568	looland	I. Krons	88.69		
earic isles Spa ngladesh Tak	. Peents	215,20 57,56	IndiaIndonesia	Ind. Rupes	16.61	St. ChristopherE. Caribbean \$	4.21
rbados Bar	therios E	5.1210	Indonesia	Rupiah	1,518.0 182,25(ag)	St. HelonaSt. Halena &	1.0
olum 2. 1		((om) 75.55	iran iraq irish Republic	rea Dines	0.4812	St. Helona	4.21
		((om) 75.55 (lin) 78.70 5.1210	Irlah Republic	Irish &	1.2156	BL PIETTELOCAL FRANC	. 11.54 4.21
ize 5 \$	4 F	5,1210	Israel	Shekal	65.60		8.91
muda	r rano	577.0 1,5608	israel Itely	Line	2,287.0	Samos AmoricanU.S. \$	1,5605
rtan Ind	ian Rupes	15,81	Ivory Coast	C.F.A. Franc	877,0	Samos AmoricanU.S. \$ San Marino	2.267.0
(via Boi		r(cm) 68.55	Jamaica	Jameine Delle-	1 (O)2,73	Sao Toma & PrinDobra	89.75
Join BOI	INIAN PERO	IF)(A1509.00			(F)4,25	Saudi ArabiaRyal	8,88628 877,0
wana Pul	A	1.5725	Japan	Yen	571,25 0,559	Senegal	10.84(sg)
zil Gru L Virgin Isles U.S. mei Bru	zeire (†	707,86 1,8605	Jordan				((Cm)8.85
isel Bru	inel S	5,2775	Kampuches	Riel	1,872.8	Sierra LeoneLeone	((On)8.85 ((O)1.90
garia Lev ma Kys undi Bur		1,4282 12,2064	Kenya Kiribati Korea (Nth) Korea (Bth)	Kenya aniinng	20,16 1,7990	SingaporeSingapora \$	8,3775
ma Kys	at i	12,2064	Kores INth)	Woo Purchase	1.50rm	Sciomon IslandsSciomon is. 5 Somali RepublicSomali Shilling	1.7605 25,40
rundi Bur	undi Franç	135,86	Korea (9th)	Won	1.185.5	South AfricaRand	1,7025
mero'n Republic C.F.	.A. Franc	577.0	Kurwait	Kuwait Dinar	0,45475	SpainPeseta	215,20
nada Can	adlan #	1,2150	Lace	New Kin	13,505		
nary Islands Spe	InishPeceta	215.20	Labanon	Lebunese &	6.4968	Spanish ports in North Airica Peseta	215.20
pe Verde isla Cap	A A Escudo	1,3004(7)	Lebenon	Maluti	1.7085	Reliante Peseti	50.59
yman islands Cay	A France	577.0	Liberia	Liberian #	1,5605	Sudan Republic Sudan £ (u)	2.0550
d	A. Franc	677.0	Libya	Libyan Dinar	0.4620 5.2275	Surinam	2,0550 2,7952
Ma 0.'P	630	112,52	Liberia Liberia Libya Liechtenstein Luxiembourg	Luck France	76.55	Sri Lanks	1,7026
ne Pen	minbl Yuan	5,1146 (F) 116,90			11.15	Sweden	11,7076 8,2275
noro leterale . C.F.	A Franc	577.0	Madeira	Portug'se Escudo	153,75		(A) (T)10.00
mero'n Republic C.F. rada C.z. rada C.J. rada	A. Franc	577.D	Madeira	MG Franc	811,00	SyriaSyria £	11CM/6.20
ta Ries Cok	00	(O) N:A 1F: 59.40 1,3560	Maiewi	Kwacha	1,7450 5,6050	Talwan Now Talwan #	62,46
Cub		(1F) 09,40	Makiya klanda	Rufivas	11,78	Theiland Rebe	18,075 35,72
rus Cyp	The Case	0.799	Mail Republio	Mail Franc	1,154.0 0,6615	Togo Republic C.F.A. France	577.0
	i	((com) 2.90	Maite	Maltese £	0.6615	Tonga IslandsHa'anga	1 7990
ohoslovakia Kor	runa ;	{ n/c 15.01	Martinique	Local Franc	11.54 84.25	TrinidadTrinidad & Tob.	8.7462
	!	(T)16.10	Matayata Maldive Islands Mal Republic Martin ique Martin ique Mauritania	M. Pirose	17.65	Tanzania Tan, Shilling Thaliand Baht Togo Republic O.F.A. Franc Tonga Islands Ha'anga Trinidad Trinidad & Tob. \$ Tunisia. Tunisian Dipar	1,1(sgt 825,03
mark <u>D</u> ar	nish Krone	13.67(7)	14	Maylenn Day	(F)254.54	TurkeyTurkish Lira Turke & Caicos U.S. \$	1.5605
outi Fr.	Caribbaes 5	4 91	Mexico		(174,15(2) 11.64	Tuvalu	1,7260
ninica Fr. ninica E. C ninican Repub. Por	minican (Pero)	970 (ag) 4,21 1,5605	Miquelon Monaco	LOCAL Franc	11.64		
			Mongolis	riwich rieng Tuorik	11.54	UgandaUganda Shijiing	184.0
ador \$uci	re.	110) 63,56 (15) 127,77	Mongolis	E. Carribbean	(e)4.98 (II) 4.21		422.5 (8
		(U) 1,325	Morocoo	Dirham	10.50;eg)	United StatesU.S. Dollar	1,8605 54,04
ptEgy satoriei Guinea Eku	ale	425.4	Mozambique	Metical	N/A	UruguayUruguay Peso Utd. Arab EmiratesU.A.E. Dirham	5.7550
igpia Ethi	iopian Birr	(P) 3.2000	Namible		1,7028	U.S.S.RRouble	{ 1.1212
Land Islanda Kal	lidand is C .	1.0	Neuru	Australian Doller	: 1.7990	Upper VoltaC.F.A. France	577.0 153.5
oe Islands Dar Ieinde	nish Kroca	15.57	Nepal	Nepalese Zupee	82.35 4.3525	Vanustu	155.5
ielnde Piji	5	1,5805	Netherlands	Oulder	4.3825	Agnesi	9,267.0 (41 6.70
MOI	reck Erena	5,47 11, 5 4	Now Zeelend	Antoinan Utilidar	2.7932	VenezuelaBolivar	15 0.36
nco Fronch Fronch C'tyln Af C.F	A. Franc	377.0	Nicement Ind	Condoba	9.3590 15.31		(61 14.05
nch Cuiana Loc	al Freno	11,54	Niger Republic	C.F.A. Franc	577.0	VietnamDong	: ((Q)&.4050
nch Cuiane Loc nch Pacilie Is C.F	.P. Franc	190 (sg)	Nauru	Naire	1.088386(scr)		1(17)3.66(11)
		_	Norway	Norway Krono	11.0975 (7)	Virgin Island U.S. U.S. Dollar Western Samon Samoan Tala	1,56Q5
201 G.F.	-e- Light	877.D	Gman Sul'ate of	Rial Omani	0.539		(A)2.46
nbia Dal	asa j	4,00 3,8475		-		Yemen (Nth)Ryal	7.11/sg)
many (East) Ost many (West) Deu	itsoh Merk	5,8475	Pakistan'	Pakistan Rupes	19.81	Yomon (8th)2, Yemon Dinar YugoslaviaHaw Y Dinar	IA/0.5895
ana	31	0,30	Panama Papua N. Guinea	. Baidon	1.5605	Zaire RepublicZaire	124.9809
75/12/ GID	PRICE F &	1.0			(10)196.68 (7)	ZambiaKwacha	3.179026
ece One	ichma	130,8685	Paraguay	Guarani	(F)242.75	ZimbabwaZimbabwa \$	1,85

"That part of the French community in Africa formerly French West Africa or French Equatorial Africa, f Super per pound, "Rats is the transfer market (controlled), 13 Now one official rate. (U) United mits. Applicable on all missections except countries having a bilateral agreement with Egypt and who am not members of IMF, if 638ed on gross rates agenst Russian couble. (I) Essential goods. (2) Controlled rate for priority imports such as loodstuffe.

(3) Non-essential imports and orivers sector applicants. (4) Pmlerential rate for public sector deits and essential imports. (5) Government controlled for non-assential imports. (6) Free rate for juxury imports, reminences of money abroad and foreign three!. (7) The rates for the following on April 25 obould have read Coymen Islands 1.3050; Denmark 13.60; Norwey 11.135; Pareguey 197.19 and United States 1.5860.

2,812 2.011 5.026 194,1 485.0 5,052 16,06 1.687 4.812 2,265 5,660 0.528 1,306 **MONEY MARKETS**

Interest rates were little changed on the London money market last week. The Bank of England probably gave less assistance than the total required to take out the full shortage, and this partly reflected the renewed reluctance of the discount houses to sell bills outright at a time when there may be another reduction in interest rates

Interest rates were little growth, pushing the annualised to take of the London money rate near the top of the Government of England probably gave less target range, coupled in interest rates there were the determination of the enthorities not to increase interest rates to be reduced in the not too distinct the full shortage, and this partly reflected the renewed reductions of an early reduction of the enthorities not to increase interest rates when sterling was very weak at the end of March, led to suggestions that rates are still likely reductions of an early reduction in base rates. But the market to latch on to sentiment to be reduced even if the money when there may be another reduction in interest rates.

In March, led to suggestions that rates are still likely reduction in interest rates. But the market to latch on to sentiment to be reduced even if the money supply figures fall to justify such seemed prepared to forecast the annualised time.

Rates in the doldrums

1196, 2986,

2,496

when there may be another reduction in interest rates

On Monday the final shortage was \$550m, and the help provided was \$443m through outright purchases of bills, while on Tuesday the shortage of \$550m and the help provided was \$443m through outright purchases of bills, while on Tuesday the shortage of \$550m and on Wednesday a shortage of \$550m was net with asstitute of \$450m was relieved with help of \$223m and on Wednesday a shortage of \$550m was met with asstitute of \$450m was met with asstitute of \$45

pes remained alive of lower of 100 to 100 to 100 to 100,000 and over held one month section. Excess money supply The mass for all deposits withdrawn for	0.000 10 per cent from An	cent. Certificat othe 10% par oril 8. Deposit	as of Tax Deposit (Seriez 6), Deposite cant; three-six months 10^{1}_{\odot} per cent, a beld under Berles 3-5 10^{2}_{\odot} per cent.
NTEREST RATES			
Apr. 29 Short 7 days Month Three Six One Year orling 101, 101e 101	Fed funds (lunch-time) Tressury bille (13-week)	10½ 87 ₈ 5½ 8.07 8.08	NETHERLANDS Discount rate Ovenight rate One moath Three months Sk months Sk months
Guilder 54.6 55.5 57.5 57.6 57.6 57.6 57.6 57.6 57	Comberd Overnight Fite One month Three monthe Bk months FRANCE	5.025 5.175 5.25 5.30	S CERTIFICATES OF DEPOSIT One morth Three months Ono year LONG TERM EURO \$
T LONDON INTERBANK FIXING	Intervention mte Overnight rate One month Three months Stx months	12.625 12.4375 12.4375	Two years 201-104-104-104-104-104-104-104-104-104-1
š month: U.S. dollars 5 month: U.S. dollars	JAPAN Discount rate	5.5	SDR LINKED DEPOSITS One month
bid 8 16/16 offer 9 1/ 15 bid .9 offer 0 1/8	Call (unconditional) Gill discount (3-month)	0 70445E	Che year
The fixing rates am the arithmetic means, rounded to the numeric one- cepants, of the bid and offered rates for \$10m outsed by the market to five serence banks at 11 am each working day. The banks are National Westminster nk, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan secunty. Trust.	Une month	4 22-35- 451-4514	ECU LINKED DEPOSITS One month Three months Six months #1-64

SECTION III

FINANCIAL TIMES SURVEY

6 Small firms . . . provide the competitive spirit that a market economy needs for efficiency. They provide an outlet for entrepreneurial talents, a wider range of goods and services to the consumer, a check to monopoly inefficiency, a source of innovation and a seedbed for new industries. They allow an economy to be more adaptable to industrial change through the continuous and less painful process of small firm births and closures, with new start-ups embodying new technologies, new skills, processes or products?

THESE WORDS from a new Sized Enterprises. study by Alan Bollard of the Intermediate Technology Development Group* have a focus for much of the Government in themselves explain wby firms. (The extent of their job recent UK Budgets have been filled with special measures to help the small firm; why our television screens at the moment carry advertisements to publicise them; and wby record numbers of people appear to be receiving the message and set-ting up their own business.

INT SO PORT

TEREST &

Tolka bet tern of the tern are per tern are per

The rekindling of European interest in the small business sector has been particularly marked in the past couple of years — with the UK in many respects the centre of this economic renaissance.

Its impact bas been felt everywhere: at Westminster where small firms are seen by the present Government as the key to sustained economic recovery; in sustained economic recovery; in big and that this imbalance big companies, where smaller units are seen as a solution to ill-timed and ill-advised expansion over the last decade; in the City, where financial institutions have been scrambling to react to the new opportunities; and in universities and business schools, where the emphasis in courses has been changing towards more "entrepreneurial" studies.

It is an appropriate sign of the fitnes that 1983 should have been designated the European year of Small and Medium published in 1971 (and known an insurance spains) the secondary the following space of this can be reversed if small firms with major plant closures (such as in the steel industry, for example) carrying a beavy price for local communities over the past couple of years—though numbers here are almost certainly falling.

They stem not only from a last ditch attempt by emhone or abroad) to fill the gap, their own jobs in the face of increating agencies such as the Siel Corporation's over the past couple of years—though numbers here are almost certainly falling.

They stem not only from a last ditch attempt by emhone or abroad) to fill the gap, in the face of increating agencies such as the country's main trading partners.

It was this theme which in any case be a desirated the European published in 1971 (and known an insurance spainst the row's companies to follow the published in 1971 (and known an insurance spainst the rows of small insurance spainst the row's companies to follow the production that part is the space of management buyouts with major plant closures (such as in the steel industry, for example, carrying a beavy price for local communities over the past couple of years—though numbers here are almost certainly falling.

They stem not only from a last ditch attempt by emhone or abroad) to fill the gap, their own jobs in the face of increating agencies such as in the steel industry, for example of carrying a beavy price.

The part of Sinall management buyouts with major plant closures (suc

creating potential, it has to be said, is still a matter for fierce political and acadomic debate.) But the ottention the sector cur-rently attracts is the con-

By TIM DICKSON

sequence of much longer-term

One, for example, is the growing realisation that small businesses have been neglected in the past, that industrial policies have perhaps overemphasised the importance of large group-ings and that this imbalance has to be reversed if small firms

as the Bolton Report after the committee's chairman John

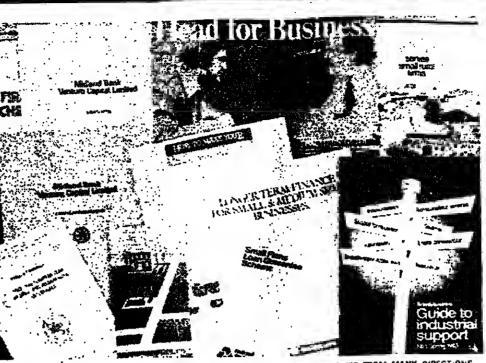
interest in small firms can also be traced to the widespread disillusion with large companies.
The assumptions that largescale enterprises are more
efficient, that long production
runs allow better techniques to be developed, and that only large groups have the resources to carry out research and development have all been challenged over the past few

modern scale technologies.

Big organisations certainly have inherent advantages—
better occess to financial markets and greater selling muscle, for example — but they can also be slow to or incapable of adapting to technological change and new markets.

The recession of course has

The recession, of course, has cruelly exposed this weakness



AIO FOR THE ENTREPRENEUR COMES FROM MANY DIRECTIONS

vagaries of big ones).
Small firms, meanwhile, go hand in hand with the current name in hand with the current trends towards decentralisation. As Bollard points out pressures towards decentralisation have come through higher fuel costs
—rising land, rent and rate costs

in the cities, and from the in-creasing number of people who wish to live in the countryside. The relocation of certain industriol processes in the countryside "may be made easier," he adds, "by another recent trend: the availability of modern scale technologies. These can breathe new life into

Spreading of ownership is illustrated most vividly by tha

example of small firms and to organisations still hold sway in concentrate on the core activi-ties of their businesses, relying for everything else for everything else ou specialised suppliers who would compete for their custom."

Governments and European Governments and European communities at large are thus responding to a number of underlying trends. UK Government policy — discussed in more detail on other pages of this survey — bas attempted to encourage more start nps (through the Business Start Up Scheme and o number of other tax breaks, for example) but it is also beginning to reflect the problems peculiar to small

In this context the Loan Guarantee Scheme — designed to belp small businesses over-come the traditional difficulties of raising medium-term finance—is perhaps the most interest-ing, if controversial.

Unreasonable

In spite of the 100 or so specific measures, there are many who argue that the Government has not yet gone

the corridors of power while their smaller counterparts consistently complain that too much government legislation makes unreasonable demands on their

Mr Michael Grylls, the Tory backbench industry spokesman who has consistently cham-pioned the small firms cause, believes the "Whitehall/City establishment is too equity

He has been lobbying bard for more help for the many small-and medium-sized businesses "which have survived tho stocks and thus do not wish to give away their shares."

"Industrial investment," he

odds, "is not simply a case of odds, "is not simply a case of finding fonds to buy new plant. There are plenty of schemes ovailable to encourage the purchase or leasing of fixed assets. However, the real problem is that the cost of the software of a project often exceeds the

of o project of the sockate of o project often exceeds the cost of the hardware.

"What is needed is some certainty of the availability of funds to encourage development of new ideas, construction

fashion is being carried too far. It is significant, for example, that the Industrial and Commercial Finance Corporation (ICFC), the leading UK supplier of long-term finance, though it is still too early helped fewer start ups and to indee whether this new style management buy outs in its financial year just ended than in 1881-82 (when 107 buy outs were supported and 440 start ups).

CONTENTS

Government policy: spotlight on small firms Statistics: 7,000 more companies born in 1982

Clearing banks: a look at the lending schemes
Case study: Bevstone
Non-clearing banks: bow Bank Leumi helped WordNet
Yeuture capital: guidelines for the entrepreneur

Loan Guarantee Scheme Taxation: benefits from Business Expansion Scheme

SOURCES OF FINANCE:

Where to find the money

FINANCIAL SERVICES:

Forfaiting

Leasing and HP

SOURCES OF HELP:

There is a danger that too much will be expected in terms of wealth creation and jobs and that when the time comes to assess the performance of small firms in their present starring role commentators will be unduly disappointed.

The Bolton Report — considered a fund of universal truths by many with an interest in the sector — pointed out "that there is no grounds for asserting either that as a group large firms are more efficient than small firms in their use of lotal resources, or the reverse."

Bandwagon

"What is needed is some certainty of the availability of funds to encourage development of new ideas, construction of prototype equipment, the working capital for initial production runs and the cost of marketing the new ideas,"

If some feel the Government bas not yet done enough to support small companies, others are of the businesses and technologies being backed. While official figures are not available, the amount of industrial aid which goes to small firms, for example, is believed to be much less as a proportion of the total than their share of Gross Domestic Product.

Big company representative ment on new needs, construction have climbed aboard tha smaller companies bandwagon. Investment in small companies being the legit of involves a higher degree of risk, greoter management input and often specialised knowledge and often specialis

ŽŽ SOURCES OF HELP:
Public Sector: where to go for advice
Private Sector: enterprise agencies
Aids for exporters
Scottish Development Agency
Welsh Development Agency
British Technology Group
Property: finding the right premises
Course: equipping the entreprenent
Who speaks for small businesses
Insurance: packages for start-up busin Insurance: packages for start-up businesses Editorial Production: Arthur Dawson. Design: Philip Hnnt.

TV VIII

VI

VIII

if bardly headline catching—developments of the past year has been the attention paid to management training and advisory support services.

The Department of Industry's Small Firms Service has featured strongly in the Government's current publicity campaign but the challenge with his company and local authority. big company and local authority sponsored enterprise agencies offering most vitally a network of local contacts—and n growing of local contacts—and n growing number of fully commercial services specially tailored for the small firm. This last is a highly encouraging trend.

The paradox is that small businessmen are naturally independent minded and sceptical of outside advice but when the history books come to be

the history books come to be written the contribution of those tirelessly providing this support will fill an important

Jennifer: "What was our sales budget for the calendar fiscal?" Apple: "12,364 units."

Jennifer: "And ex-factory sales?"

Apple: "14,960 up to the Audit. That's already 21% over target." Jennifer: "Hmmm. Not bad. What percentage of volume was Apple: "51%.27% over target."

Jennifer: "That extra profit means we can invest in new equipment to increase productivity next year."

Apple: "You mean I can have that new printer I've had my eye on?" Jennifer: "Let's talk about it."



Apple Computer (UK) Limited, Eastman Way, Hernel Hempstead, Herts. HP2 4BR. FREEPOST. Tel: 0442 60244. To find out more about Apple Personal Systems and for a free ticket to the Apple '83 Exhibition (June 3–5) please fill in the coupon. Leasing costs start from as little as £70 a month.



Robert Fraser & Partners Limited

Merchant Banking Services and Corporate Finance

Deposit and Current Accounts Portfolio and Trust Management Film Production Finance Authorised Unit Trust Project Evaluation, Management and Finance U.K. and U.S.A. Property Investment Plant and Equipment Leasing Company Acquisitions and Disposals **Private Placings**

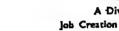
> Fraser House 28B Albemarle Street London WIX 3FA Telephone: 01-493 3211 Telex: RFPBNK 298879 Cables: Investsure London

Licensed under the Banking Act 1979 as a Deposit Taking Institution Licensed Dealer in Securities

CASH GRANTS

UK and EEC-For Your Business Consult the Experts





Telephone: 01-409 2229

A Division of lob Creation Limited

Equity Finance

Equity and loan finance for established, growing businesses or management buy-outs £200,000 - £700,000 2-6 Bath Road, Slough, Berkshire SL1 3RZ. Tel: Slough 32623

Grosvenor Development Capital Ltd.

SMALL BUSINESSES II

Government policy is pushing the small businessman to the centre of the stage, says Tim Dickson

We're all Small Firms Ministers now

PROVISIONAL ESTIMATES FOR 1980-82; BIRTHS AND DEATHS OF FIRMS BY SECTOR IN THE UK

Wholesale Retail

23,286 31,000 7,800 27,608 39,800 3,900 26,680 4,000 76,860 92,400

10,200 8,400 1,500 11,600 8,200 3,400 12,100 9,600 2,500 33,900 26,200

Trans-port

4,800 5,900 1,100 5,200 5,200 100 5,960 5,210 700 15,900 16,400

Firms Minister in the Cabinet -a frequent demand from some small business lobbyists—Conservative politicians these days are fond of replying, "Every Minister in this Government is 1980 revised...... Births

a small firms minister."

Even if you think overall economic policy in the UK is 1981 previsional ... disastrous for business—and specific industry measures mere than the united that the uni confettl to brighten super-ficially the underlying gloomthe above statement un-doubtedly reflects the genuine 1980-82 providenal Births emotional commitment to the Deaths

and most of her colleagues

Cast for so long in the role
of villain, the small business
man has been pushed centre
stage by the present Government and increasingly is being
saked to take the gar part of asked to take the star part of economic saviour. With the drama still unfolding critics are nevertheless wondering whether, plucked from seeming obscurity, the new leading actor is not being asked to do too much in carrying the perform-

Although it is still too early to make a comprehensive assessment there is certainly more evidence than there was a year ago with which to start making judgments on measures intro-duced so far. With an election in the ofing moreover, such a debate is inevitably becoming politically charged.

The question

At the centre of all small firms."

At the same time, concedes business policy—in the UK or anywhere else—is the question:

"Are they different and if so how far do they need or deserve special treatment?"

At the same time, concedes Mr MacGregor, "small firms do have special needs, some of which the Government has the power to do something about."

One of this Government.

special treatment?"

Many small businessmen—
certainly their more strident representatives—would emphatically answer "Yes," pointing out that children are nurtured by family and state before they become adults just as new and small businesses are wand small businesses the Business Expansion Scheme should be protected from the inherent advantages of the hig special treatment?"

One of this Government's to investments in a large number of tusinesses, Given the Start Up scheme's timited to removal of fiscal bias against all appeal—except through manbusinesses, and small ones in particular, Many of the changes in successive Budgets have thus been concentrated on the tax seniously considered for this system, none so important as advantages to Small Firm currently awaiting parliament. These would probably have been nherent advantages of the hig

For a government committed to the spirit of free competition not surprising that the attitude is a shade ambivolent.

industry Minister with responsi-bility for the sector, Mr John under the Business Start Up

Increase Your Productivity With

MacGregor, in the sense that Scheme, to raise outside equity they are erucially dependent on from individual investors. They improvements in the economy will now be able to claim tax as a whole. The more big firms relief on investments up to which respond to market oppor
40,000 at their top marginal

as a whole. The more big firms which respond to market opportunities the better it will be for small companies, the car industry being a classic example. rate.
Early reaction from accounbeing a classic example. tanks suggests that there is That is why I have said that likely to be more demand from "That is why I have said that when we are assessing new policy options we must always bear in mind our overall economie objectives. That is why I am tough in demanding cost effectiveness from grants and spending schemes for the curtailment of the public sector deficit and the reduction of interest rates is vitally important for all small firms."

At the same time, concedes likely to be more demand from established companies for equity finance and a greater willingness on behalf of individuals to subscribe for shares in companies with a groven track record than there has been with new ones.

Incentives

The major step forward is that the same time, concedes

Agri- Produc Construc-culture tion tion

2,106 13,709 11,100 2,600 36,300 31,409 4,800

Surples

Births

Surplus

The major step forward is that the sort of incentives for so long restricted to personal investment in residential residential property, insurance contracts and pensions has been extended power to do something about." and pensions has been extended One of this Government's to investments in a large nummost important policy themes, ber of businesses. Given the for example, has been the Start Up scheme's timited removal of fiscal bias against all appeal—except through manbusinesses, and small ones in aged funds—it is too early to particular. Many soft to have the course of the changes.

ary endorsement in the Finance Bill. (It is the successor to the These would probably have been quoted, be open to institutional For a government committed Business Start Up Scheme investors, and have provided a to the spirit of free competition which as things stand remains market for investors wishing to and an open market, this is a on the Statute Book but will not cash in their investment (this delicate issue and it is probably disappear until the Finance Bill last is self perceived to be a

not surprising that the attitude receives Royal Assent.)
is a shade ambivelent. The new measure will un"Small firms are not doubtedly make it much easier Treasury and the Department of different," says the Junior for all unquoted trading comIndustry—clongside the Con-

their day, however, in a future

country out of recession. The Loan Guarantee Scheme, on guarantees to £600m.

Doubts persist, however, over the unitimate failure rate and the way the scheme is being run by participating banks. The Small Engineering Firms

problem). Investment Scheme was brought
After a lot of work by the back in this year's Budget after

the proposal — SFICS were abandoned this time round in favour of the more readily understood Business Expansion Scheme. They may well have

If the Business Start Up Scheme and the Business Expansion Scheme bave primorely been intended to rectify what have been perceived as deep-rooted imbalances in the system, measures such as the headine-catching Loan Guaran-tee Scheme, the Small En-genering Firms Investment Scheme and the Enterprise Allowance Scheme have spear-headed the Government's drive to help small companies offset decline elsewhere and lead the

The Loan Guarantee Scheme, which is discussed in smore detail in a separate article, has been far more popular than originally envisaged when it was stanted in June 1981. Although there are no reliable figures the Government is clearly encouraged that it is a cost-efficient way of creating jobs and has lifted the celling on guarantees to £500m.

Treasury and the Department of an initial tranche of £30m was Industry—clongside the Confederation of British Industry weeks last year. The new (CBI), which put forward scheme has an allocation of

provides a one-third grant of the cost of investment to small firms in certain types of advanced machine tools. At a recent course applications had already been made on behalf of 313 projects involving £6m

services Catering

1,800 7,300 5,700 1,609 6,709 6,506 200 21,509 17,900

of grants. The aim of the scheme is to inject new technology into small firms and make them more com-petitive to tender for orders. Critics point out that there is already considerable excess numerically controlled machine tool capacity in the UK and some suspect that many orders for the new machines may be

EEC obligations

Under its EEC obligations the Government cannot specify
"Buy British" but a Department of Industry survey on
successful applicants to the first successful applicants to the first scheme concluded that by volume 57 per cent of orders were going to the UK machine tool industry.

The Enterprise Allowance Scheme—which provides a grant of £40 a week for a year to unamalously manufacturing a

employed people starting a business—has been extended

their clients' businesses.

You can always rely on a member of The Association of British Factors

The Association of

Considering factoring

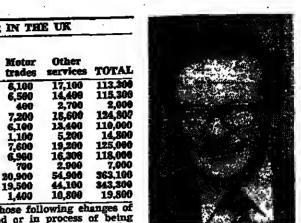
The Association exists to ensure that the highest quality of financial and credit management services is available

Further information on the services provided by members of the Association from: M J Burke LLB. Secretary

British Factors Limited 11th Floor, Moor House, London Wall London EC2Y.5HE

from its members.
Factoring companies within the Association are all

backed by the resources of cleaning banks or major financial institutions. They can release the funds tied up In financing debtors for immediate and profitable use in



John MacGregor, Parliamen-tary Under-Secretary of State Industry: he concedes ili businesses do have

pilot project has not yet been completed the Government is encouraged by the early response and by evidence conresponse and by evidence con-tained in a survey last year that significant numbers of the unemployed aspire to be self-employed. Behind the measure—which

aims to overcome the problem that anyone in this position setting up business immediately loses their social security bene-fits—is also the hope that some in the "black economy" may be persuaded to "come out" into

the "legitimate" economy.

If given a second term, the present Government would cer-tainly pursue further changes in the tax system giving close consideration for example, to more relief on capital taxes and incentives to encourage small companies to plough back retained earnings.

More will probably be done

to help small firms understand the purchasing procedures of big government departments though the balance at the moment is against a specifie "set aside" programme—and considerable emphasis will con-tinue to be placed on manage-ment education and advisory

in five areas with a large mm-bers of jobless.

Although evaluation of the Marketing Service to its range.

Surplus of births over deaths

by the Department of Industry objective of cutting down on the show that the net number of form-filling burden of small companies in the United King-businesses."

of "births" over "deaths"— in the April 8 emitted of Industry though in 1981 this surplus was Business, the weekly magazine rather higher at almost 15,000. In 1980 there was a small net (The table above carries the deficit of 2,000.

In 1980 there was a small net deficit of 2,000. Inevitably, perbaps, these figures—compiled by Mr Pom Ganguly, statistician in the Dol's Small Firms Division from the numbers of traders registering and deregistering for VAT—will be used by politician to support claims that their politicis are working.

(All findings.)

Main findings.)

Over the 1980-82 period the figures show a net gain of around 1.5 per cent of the total stock of businesses registered for VAT.

Aftr Ganguly points out that there is a conceptual problem of what is a genuine little or death. For the purposes of his

Certainly they show that the Certainly they show that the turnover of businesses, with births and deaths both just under 10 per cent of the total 1.3m businesses registered for VAT, is high historically and many would argue that this is an encouraging reflection of increasingly rapid industrial

The more important issue for most observers, however, is how many jobs small firms can create and how far special measures to stimulate the sector have had an effect on employ-ment. On this little is known. ment. On this little is known
Mr John MacGregor, Small
Firms Minister, argues: "The
trend augurs well for the future
as the recession clears. I recognise, of course, that there is a
relatively high failure rate
among new businesses; but
many will expand and create
eignificant employment in their
local communities, as 1 know
from numerous examples I have
seen over the past two years."

Size of the UK small firms'
manufacturing sector compared
with other countries.

1t showed that while an
apparently high 94 per cent of
ments' are small (defined as
having fewer than 200 emcountries with a manufacturing
industry on the same scale.
The study, also written by seen over the past two years."
He adds: "1 am currently investigating with small firms' organisations whether we might include in the VAT returns a question indicating numbers employed. This would improve

the statistics, but against that

Austria 1980 6.5 South Africa 1976 15.5 West Germany 1975 93.1

UK 1978 108.0

Norway 1979 13.2 Switzerland 1975 62.7 Japan 1978 744.2

Spain 1978 164.8

Italy 1971 628.5

1977 850.8

SMALL FIRMS IN MANUFACTURING

ESTABLISHMENTS

share*

99

Small firms' share of total number of menulacturing establishments in relation to the size structure of the industry. Notes: Reduced anall firms coverage in Federal Republic of Germany efter 1975. Australian figures relate to enterprises Source: British Business.

FIGURES RECENTLY released we have to bear in mind our

dom increased by 7,000 in 1982. Full details of estimates for For the second year running births and deaths of companies therefore there was a surplus in the UK in 1982 can be found of "births" over "deaths"— in the April 8 edition of British

death. For the purposes of his study "deaths" are defined as businesses ceasing to trade (whether or not there is a buyer for the business) and businesses which deregister for VAT (for

whatever reason).
"Births" are defined as all new registrations less voluntary registrations and those arising from changes of legal identity (eg, e change from a sole pro-pristorship to a partnership). Another significant research study was published last year by the Department of Industry—

showing the relatively modest size of the UK small firms' manufacturing sector compared

countries with a manufacturing industry on the same scale. The study, also written by Pom Ganguly, is essentially an update to the conclusions of the 1971 Bolton Committee Report and subsequent research by Graham Bannock, the economist_

Tim Dickson

EMPLOYMENT

1,070 1,140

1,890 1,880

3,570 6,600

6,830 7,170

0.61

1.36

7.11 18.52

1.70 1.15 0.37 0.95

10.89 2.30 5.30

tinance for growth? it's kids stuff

Malcolm Pounder and Stephen Wolfenden made their start in business ing knitwear from the back of a car!

Today, their company, Gemini UK has rocketed into a thriving organisation with a new warehouse, a new office block, new prem and a twelve-fold increase in turnover in just eight years.

How have they done it?

Where did they find the finance for expansion?

Their big break came in the mid-70's. They were specialising in continental baby clothes at the time, when a major jeans manufacturer stopped the production of junior sizes. ved quickly - found a supplier, found plenty of customers and looked for finance.

They were introduced to International Factors, who took over the company sales ledger credit control and cash collection. In addition, they gave 100% protection - whether customers paid or not. Furthermore, they offered m advance up to 80% of the invoice values on issue with the remaining 20%

being paid m them after an agreed period-usually 60 days. Gemini and International Factors made child's play of the growth problem. International Factors can do the same for you. Ring David Richardson on (0273) 21211 or Ring Davis Assertion below.





International Factors Limited Sovereign House, Queens Road

Merring

A pert of the Lloyds & Scottish Group

Our Desktop Business Computer The Model III Microcomputer is Available For Immediate Delivery EDZI HARRAT - THERTON DA Inc. V.A.T. Normal Price £1699 48K Dual-Disk TRS-80 Model III **Our Most Affordable Business** Computer for ... Financial Planning
Electronic Filing • Forecasting investments and Personal Finance Word Processing and Mailing Lists (Optional Printer) The Model III is the Ideal computer to save time and money, and to or-garize the jobs every manager faces daily. Come in today for a demonstration of our outstanding Model III software. SALES • TRAINING • SERVICE • LEASING YOUR NEAREST COMPUTER CENTRE Send for your FREE 1983 TRS-80 0532-615161 0002-412144 Computer Catalogue 0274-728431/2 0742-752858 752848 0744-30774 01-680-1852 061-832-2242/ 0705-738916 738943 9314 061-833-0259 061-834-0253 061-236-2122 041-221-4132 YOUR NEAREST COMPUTER DEALER 0222-65334 0001-77808 0483-504801 0534-74000 07842-53024 0243-781722 0702-556522 0:-386-6991 Postcode mc. 0258-53737 07535-56077 Known as Radio Shack in the USA OVER 300 STORES AND DEALERSHIPS NATIONWIDE Prices may vary at dealers Check your phone book for the Tandy Store or Dealer nearest you offers subject to availability.

ison

orin

But then who cares about the small firm? No one looks after the needs of small businesses the way we do. They're our one and only concern. So we're in a special position to help with money and advice that's always tailored to fit like a glove. To get a new venture off the ground perhaps. Or to help an existing one grow. If that sounds the kind of support your firm could do with, give us a ring. More than 6500 businesses have over the past 35 years.

And many are now far from small.

ICFC

MONEY FOR BUSINESS. FREE, CHEAR AND EASY.

If you have a viable business that could start up, expand or relocate in one of BSC Industry's fifteen British locations, there's a financial package waiting for you that could go like this

FREE MONEY Substantial cash grants from the Government.

☐ Loans at single figure interest rates from BSC Industry

☐ Loans from the European Coal and Steel Community: at below market interest rates.

☐ BSC Industry loans are unsecured.

□ 80% Government guarantees for loans from banks. to small businesses.

And that's only part of an unbeatable overall package. For instance: Premises. From small workshops on easy-in, easy-out terms to new factories with rent/rate free possibilities, and serviced sites for lease or purchase. Workforce. An extensive multi-skilled labour pool, with 80% subsidies available for in-house training costs.

Choice of location. All fifteen locations in England, Scotland and Wales are strategically positioned for communications to supplies, markets and services. Since 1978, we have helped over 1,000 companies to success. We can do the

same for you. Call our Action Desk now, on 01-686 0366 Ext. 300 (or 01-686 231) outside office hours). Or post the coupon.

BSC Industry, NLA Tower, 12 Addiscombe Road.	Croydon CR93JH. Please send me the details.	KFT/5
Name:		
Position:		-4
Address:	BSGindustry	
Tel. No:	lt pays to get m	oving

Money needn't be a wait

Large and small companies can all benefit from our services. We can convert your trade debts to CASH NOW, with or without credit protection and sales ledger administration. All you have to do is pick up a 'phone.

Randolph House, 46-48 Wellesley Road, Croydon CR9 3PS.01-681 2641. A.M. Walker. Manchester 061-228 2344. J. M. Bagley. Bristol 0272-20298. P.A. Finnigan. Glasgow 041-226 4124. L Maguire.

HSHFACTORS The independent factor in business.

The UK subsidiary of Walter E. Heller & Co., the world's largest Factoring organisation.

SMALL BUSINESSES IV

Clearing banks are slow to adapt in helping new ventures, says Tim Dickson

Bank managers learn new skills

IT'S THE easiest thing for a bank manager to say 'no' to a new Mea just because he doesn't understand it," admits John Kirkwood, Lloyds Bank's Small and Medium Business Finance Adviser. "The tragedy is that many good ideas have probably died in this way." probably died in this way."

Over the past few months
Lloyds has been hoping to
rescue a few ideas through its
New Technology Appraisal
Scheme—a new initiative to
help the bank's managers and
their customers evaluate the
potential offered by new tech-

The essence of the scheme is a tie up with the 'Interwork' team at the Crenfield Institute of Technology Business of Technology Business Development Centre through which managers can refer projects for outside technical and market appraisal.

and market appraisal.

New and existing Lloyds customers can qualify for the feasibility study—which is paid for by Lloyds—though, not surprisingly, perhaps, much will depend on whether the bank manager, who continues to do the financial appraisal, feels there is a sporting cheme of lending the money. Lloyds say some 25 studies have been carried out since October but hopes to step up this figure "now that to step up this figure "now that the early wrinkles have been

Important

"Increasingly investments in-"Increasingly investments in-volving new technology call for special skills to assess the project," says Mr Kirkwood who adds that referrals cost about £750 a time. "It's definitely one of the most important things we are involved in at the moment."

moment."

With so much political attention on the small business academic and research institusector all banks are continuing tions as participants, not just to develop new services for Granfield. their smaller customers. All have enthusiastic units at head office brimming with ideas but the problem remains that the bulk of their business with small customers is done through the 11,000 to 12,000 high street branches round the country. While there are obviously plenty of good managers there

are also vast numbers too old or too rigid in their ways to neurial style being urged from In spite of these difficulties an aprile of these dimenties banks are making greater efforts to adapt to the needs of their customers and one of the most interesting is in the area of

Not long after the Lloyds announcement, National West-minster Bank followed with its Technical Advisory Point scheme — a similar idea except

Repayments Cost/Conditions Term Limits Security BARCLAYS No capital repayments royalty only covered Royalty linked to sales 3/5 years £5,000-£100,600 Yes projections Negotiable Interest rate: Business Expansion 2/20 years £5,000-£500,000 Yes Floating 11-4% over base Fixed 14-16% Monthly Fixed 9.1% Negotiable £5,000-£100,000 8 years Upon receipt of funds Smaller Exports Scheme 180 days Base rate + 11% + Comprehensive 90% of invoice commission 1% (min. £10) policy in the bank's name value £50,000 LLOYDS Monthly Fixed: 16.7-17.7% £5,000-£25,060 Normally Up to 5 Floating: 3-5% over base Monthly/quarterly Enterprise Up to 10 £25,000-£250,000 MIDLAND Floating: 1-5% over base Fixed: 15-16% Negotiable Normally 2-10 Monthly/quarterly Floating: 3% over base £5,000-£250.000 Yes Venture Floating: 34% over base Fixed: 151-161% Monthly/quarterly £20,000-£500,000 Normally Long Term 10-20 Monthly/quarterly Fixed: 11-1113% £15,090-£250,000 Nermally NATIONAL WESTMINSTER Monthly Fixed: 13.1-15.8% £2.000-£250,000 Optional Fixed 13.1-14.4% Floating 21% over base rate on variable rate loan* Monthly Optional CoSTRA Joint Lending £2,000-£255,000 Fixed: approx. 6.5% for 5 years then approx. 91% for 3 years (Job creation a requirement) £5,000-£250,000 Normally ECSC Loan Fixed: 11-11.5% Monthly £15,000-£250,000 Normally Fixed: 15% Monthly No Directors Grewth Options £10,000-£100,000 1-10 WILLIAMS AND GLYN'S Under review Monthly £2,500-£100,000 Normally

MAJOR CLEARING BANK LENDING SCHEMES

* Available England only in areas of under 10,000 population—rebate of 3% on CoSIRA part of loan for job creation in some areas.

With customers' agreement, says Nat West, it is being offered selectively and only being used in "instances where the success of a particular product/project is crucial to the visibility of the lending proposition under con-

The early take up has apparently been "negligible" but the hank points out that its avalability has helped highlightexisting bank lending schemes. The cost of the Technical Advisory Point's report is shared equally between shared equally betw NetWest and the customer.

Midland Bank, meanwhile, has a number of "in house" industry specialists and claims to have scored a first in May 1980 when it appointed its electronics industry adviser Colin Amies.

Mr Amies was recruited from Standard Telephone and Cable (STC) and according to Mid-land "his team takes over when the expertise of line man-agement runs out." This is likely to happen

either that the product is tech-nically too advanced for him or tial market and competitors.
Barclays has a three-man
High Technology Unit in
London, one of whom at the
moment is Dr Coin Hicks, a
seconder from the Department of Industry. Problem cases come (regardless of location to the Unit—or representatives UK) under the so-calle can visit the customer—and if Community Instrument. an informed answer still cannot be provided the project is sent to Manchester University where Barclays sponsors a Chair in Microprocessor Appliance of Industry

cations in Industry. Barclays also likes to channel high technology proposals through specific branches. The bank likes to think, for example,

that with the cluster of new electronics companies in the that with the cluster of Cambridge area three of its branches there have built up a carried particular expertise. Certainly Barclays has picked up an en-

viable share of the business. Besides thinking about the challenges of new technology, the banks have been developing other services with their small business ensumers in mind. All are involved with more intensive management training, special loan schemes (covered in the table) and secondments to enterprise agencies—the last often used as a sort of management training in its own right.

Loan schemes

The number of loan schemes has grown in the past yearpartly because banks see new products as a good way of drawing attention to themselves (even if many of them are the same after the wrapping has been torn away) and partly because of the increasing interest in European lending.

Money for both the European Investment Bank (EIB) European Coal and Steel munity Schemes is actually raised by those justitutions in a mixture of currencies and parcalled out by "agents" such as Act. The bank is now looking celled out by "agents" such as the banks.

For the first time this year cheap European loans are evail-able from the EIB for all small and medium sized businesses (regardless of location in the UK) under the so-called New

Barclays and Lloyds, meanwhile, attach much significance to their Rusiness Advisory Services (BAS), set up in 1973 and 1976 respectively. These consist in Rural Areas (CoSIRA) is e in each case of a band of highly case in point—CoSIRA is able trained managers who specialise in "in depth" reporting on all aspects of companies a maximum of £4m) above that which can take my to five days.

They represent a useful and free outside appraisal for a businessman. Barclays has carried out around 20,000 reports during the past 10 years.

Both banks say that given recent economic conditions many of their BAS managers

inevitably been more of a fire-fighting service," commented Mr Kirkwood says: "We are looking forward to the next 12 to 18 months when we hope that the primary role of the Business Advisory Service—helping good companies expand — will

have been preoccupied with companies in trouble. "It has

companies expand — reassert itself." reassert itself.

One of the most potentially annovative small business financing schemes has been the eight land instead of interest payments the Stant Loan gives Banclays a return lanked to sales in the form of a royelty.

This is a useful facility for new companies with early cash flow problems but it has not been widely taken up in the last

been widely taken up in the last year (total lending since the scheme was first introdu £13m to 379 customers). e was first introduced is

for a return of around 17 per cent midway through the life of the loan. Over at National Westminster Noel Dearing, manager of the bank's Small Business Section,

foresees "package lending" as an increasingly important feature of the small company

which can take up to five days. mark.

European institutions provide another possible "partner,"
while 47 per cent of money
advanced under the Government's Loan Guarantee Scheme under one of the NatWest's own

NetWest's most popular " product " is the Business Development Loan under which £811m has so far been lent—a 46 per cent increase over the last 12 months

Midland's broad approach in many areas is as far as possible customers exclusively through a cuswmers exclusively infough a series of area offices. Typically an area office will handle the business customers of seven or eight branches, offering, Mid-land would argue, access to greater expertise and specialisa-tion.



If you are thinking of starting your own business or developing an existing one we can help you. through the first difficult years.

Our fresh and creative epproach to all manner of business problems could save you months of worry and thousands of pounds. Contact us now for further details.

HODSON& ASSOCIATES THE NEW BUSINESS SPECIALISTS

Oxford (0865) 69384

Would factoring help your company? Ask Arbuthnot **Arbuthnot**

4 Stanford Street, Nottingham was 78a Tel. (0602) 598821

London Birminghem Bristol Leede Menchester Newceste 638 1301 021-643 3068 (0272) 279555 (0532) 444570 061-835 1114 (0632) 9145

Nicola Banham, Publicity Department, Financial Times, 10 Cannon Street, London, EC4P 4BY.

Lloyds Bowmaker Industrial Achievement Award 1983 John and Brian did it David and John did it Could you do it Tony did it with V.D.U's. with spider-crabs. with strawberry tubs.

983 Industria

Has your business been successfully exploiting a new idea ... or even making more of an old idea?

Tell us about it and you could win £15,000 and a silver trophy in the 1983 Industrial Achievement Award.

The winner of this award is chosen from ten finalists. As a finalist you receive a cheque for £1,000 and a handsome certificate testifying to your success. And the overall winner's prize is £15,000. Each success story is featured in Accountancy Age.

Don't be put off by the thought that you may be too small, or your business too unusual. In previous years, some extremely original ideas,

and some small companies have done well.

The panel of judges will be looking for businesses which are making a profit out of a new idea or new market, or have thought of an original way of making an old idea work.

This award is open to all U.K. owned businesses with an annual turnover of between £50,000 and £10m, and any business person may enter.

Sponsored by a top U.K. finance group Lloyds & Scottish Finance Group and

Bowmaker Financial Services have merged to

form Lloyds Bowmaker Finance Group. Both companies have always been keen to encourage the growth of small enterprises,

whose success lie at the heart of Britain's drive for recovery, and we are renewing our commitment tosmallbusinesses by continuing our sponsorship of the Industrial Achievement Award, in co-operation with Accountancy Age magazine.

First Prize £15,000 ... Finalists' Prizes £1,000 Because of the success of this award, Lloyds Bowmaker have decided to award the overall winner£15,000 and each of the 10 finalists£1,000. Moreover, as a finalist your story will feature in a full length article in Accountancy Age.

If you'd like to put forward your company, write to Gordon Walter, Secretary Industrial Achievement Award, Lloyds Bowmaker Finance Group, Christchurch Road, Bournemouth BH1 3LG, or telephone him on: Bournemouth (0202) 22077 and he'll send you an application form. Please note the closing date for entries is 30th June.

David Payne & John Austin - Essex Products Ltd., 1982 Heat Winners. Tony Martinez - Microvitec Ltd., 1982 Overall Winner. John Comben & Brian Newton - Copine Fish Ltd., 1981 Heat Winners.

We're in business to help your business.

CASE HISTORY How Bevstone stayed afloat

MANY small businesses are born when the chips are down —and Woolwich, South Lon-don-based Beystone is a good example.
Faced with closure by his

Faced with closure by his parent company directors just over two years ago George Stone, the managing director of Harvey Fabrication made a bid for the assets of this plastic mouldings husbess. With the belp of Barclays Bank Business Start Loan he got the new venture going but as a result of early and unforeseen difficulties the money ran out. "My branch manager was with us branch manager was with us all the way but at the regional head office we were told that we'd had our chance

and that was that." Fortunately Stone bumped into Professor Brian Wilson of the Cranfield Institute of Technology "Interwork" team at a reception to open the London Small Business Centre of Commercial Credits—financial arm of the worldmide computer services com-pany Control Data. After a "very positive" appraisal by Cranfield of Bevstone's pro-cess for making polyurethane mouldings for the computer industry a business plan was put together and a loan sought from Commercial Credit under the Loan Guarantee Scheme. A Joan of £75,000 was agreed. As Stooe points out, "the problem was

trying to convince a bank that here was a viable project when we didn't have sufficient business assets to offer as security. Commercial Credit adopted a commendably approach." entrepreneurial

The key process was first developed in the Harvey Fabrications days but Bevstone has since spent much time and money perfecting it. The company specialises in low quantities of cases aimed particularly at customers who might be working on proto-type runs of a new product. "We don't have to charge the customer 'up front' money for tooling," explains Stone.

"We have had our ups and downs," he adds, "but I hope at the moment we're on the up. We almost falled at the start because we had too many orders and couldn't met them. Machines broke down, the materials were faulty and we had problems with labour." Since the new round of financing last year, Bevstone's workforce has gone

Ups and downs

op from 20 to 25. Commercial Credit, meanwhile, prides itself on being able to offer Loan Guarantee Scheme participants and other customers advice and guidance through its Business Ceotres. The third was recently opened on Mersey-

side and has been established to provide a range of financial and other support in conjunction with Control Data, Sedgwick Group, the insurance brokers, Cranfield and a leading accountancy

Tim Dickson

The most vital factor ARBUTHNOT FACTORS LIMITED

REPRINTS

Half-size reprints of this survey are available on request by writing to:

Telephone: 01-248 8000, ext. 4895 ...

Financial Times Tuesday May 3 1983

Meare looking for Small businesses OKINE tormoney.

In a time of recession, you may well be thinking the prospects of obtaining a business loan are wilting fast. Nothing could be further from the truth.

Because we at NatWest are convinced that financial assistance for the many up-and-coming businesses in this country is exactly what our economy needs. That's why we pay out some £35 million in Business Development Loans

factor

8 8000. ext. Egi.

each and every month to over 3,000 customers.

And why we're looking to talk to more small businesses in need of finance for sound and promising business ventures.

NatWest Business Development
Loans range from £2,000 to £250,000
and can be granted for periods between
1 and 20 years. The rates of interest are
highly competitive.

Rates are fixed in advance, and repayments are worked out in equal monthly instalments.

So everything's planned in advance and cash flow's kept well under control.

Now we've made our postion clear, all that may stand between you and a flourishing business is a phone call to the Manager at a NatWest branch near you.

Fixed sum • Fixed interest • Fixed repayments • Fixed term now up to 20 years ... for easier cash flow.

NatWest Ready to do business.

This time saving and free service to business offers a vast selection of private and public sector ses in an easy to read format, Just fill in the coupon for

(please tick boxes) Factory and warehouse units - Industrial Estates [1] Industrial and commercial premises in the City:below 5,000 sq.ft. 5,000-10,000 sq.ft.

10,000-20,000 sq.ft □ over 20,000 sq.ft. □ Shops □ Offices □ Industrial & Commercial sites COUNCIL OWNED LAND OTHER INFORMATION: - Financial Aid to Businesses Please send a copy of 'Birmingham the Business City' []

Type of business and no. employed

Or telephone Richard Perkins, FRICS, Commercial Officer, 021-235 3682 and 4693 or see PRESTEL * 202283 # gg

1 Duchess Place, Hagley Road, Birmingham B16 8ND.

BIRMINGHAM

The UK Government's Loan Guarantee Scheme pushes back the frontier of 'acceptable' risk for small businesses, as Tim Dickson reports

Loan scheme aids 10,000 companies

After two years of operation the verdict from Ministers appears to be that it is a cost efficient way of helping small businesses and creating employ-ment—a point confirmed by the Chancellor's announcement in the Budget that a further £300m has been made available to take the scheme through the next 12-months. Highly tentative estimates of 50,000 new jobs have not been actively discouraged by Whitehall.

In spite of the official en-thusiasm, however, a number of critics remain unconvinced.
Nobody, they say, has ever
adequately set out the criteria
for success, the number of
"scheme" companies which fail could turn out to be higher than at the moment anticipated, and the amount of "additional" lending (which would not otherwise have taken place) could be lower than is currently hoped. Doubts persist about the manner in which some loans have

been made.

The scheme was introduced in the an attempt to meet head on the frequent complaint that smaller businesses are at an unfair die businesses are at an unuar un-advantage when seeking money from their bank. Banks argue that a good manager will always back the "right man" but too

MORE THAN 10,000 small companies—almost helf of them absence of a track record and/of the leader. Early experience at directions makes look look start ups—have now raised over or adequate security have suggests that the banks in some rise to the first 50 claims made instances may have used the to the DoI by scheme leaders. Scheme,

The scheme was thus intended to push back the frontier of finance ventures they would doubt it a statistically invalid.

"acceptable" risk.

It does so by guaranteeing 80 per cent of medium terms loans made by the 30 participating financial institutions—in return for a "premium" equivalent to for a "premium" equivalent to 3 percentage points of the guaranteed portion. The result is that if a customer using the scheme goes out of business the lander ends up with only 20 percent of the had debt. A particularly popular condition with borrowers is that personal security must not be taken.

Repayments

Businesses in most sectors of the economy involving tradeable goods and services are towered but certain areas—betting and gambling dens, for example— are excluded. The maximum amount which can be borrowed is £75,000 (there is no formal minimum), the loans are repayable between two and seven years and applicants must be prepared to pledge all available

business assets.

Potential borrowers should approach the bank they choose. Managers then carry out their assessment and send the application to be endorsed by the Department of Industry.

To qualify it is important that the borrower is involved.

ENJOYING

never have contemplated touch-ing themselves. But this is ing themselves. But this is against the spirit of the measure. Broadly speaking successful applicants should have been ineligible for normal bank support either because they do not have a track record or because they do not have a track record or because they do not have a track record or because

they do not possess sufficient security.

The tost of government guaranteed loans comes in two parts — the interest rate charged by the lender (which will vary) and the government premium stready mentioned (an effective 2.4 per tent of the total loan, ie, 80 per cent of 3). Locking through the range total loan, ie, 80 per cent of 3).

Looking through the range of charges made by participating institutions the Co-Op Bank emerges cheapest at 1; per cent above base and Barclays and Midfand the most expensive of the Big Four et 2; per cent over base. Some feel that given the banks' limited errosure these rates are still on exposure these rates are still on the bigh side—but competition seems to have been largely re-stricted to who can lend the

Some idea of how the scheme is working emerged recently from an investigation commissioned by the Department of Industry and carried out by the accounting firm Robson Rhodes. (equity, term loans, and overdeath; it observes that "capital gering (the proportion of loans to equity) and, in particular income gearing (the amount of accounting firm Robson Rhodes.

sample the conclusions have to be treated with some care but they nevertheless represent the only official commentary avail-able.

Although Robson Rhodes Although Robton Rhodes found that the scheme was being conducted "conscientiously" by the banks, the authors were critical of bank apy wisal techniques (described as patchy) and the presentations of accountants ("often inadequate").

Inexperience

The observations are a sharp reminder as Robson Rhodes puts it that "appreciation of small businesses, their management, their financial needs, controlling and monitoring their development, reacting to the rapid development of their difficulties, still suffers from limited understanding by their own management, by professional advisers and bankers."

The "failures" study draws attention to the increasing use slonal advisers and bankers."
The "failures" study draws attention to the increasing use of the Loan Guarantee Scheme as a "topping up facility in epackage of structured finance (equity, term loans, and overdraft); it observes that "capital gearing (the proportion of loans to equity) and, in particular

Financing methods: advice is essential to assess the true cost and benefits

of leasing and hire purchase for small companies, says Christopher Cameron-Jones

It pays to check the fine print

astonishingly high in a very large number of the failures which we studied," and it indicated that many scheme borrowers seemed to be inexperi-enced at running and controlling their businesses.

A separate commentary on a A separate commentary on a telephone survey of 200 scheme borrowers conducted by the Department of Industry concluded that on the dietrion of additionality "over half the borrowers in the atmose believed that they fold have otteined an offer of finance other than under the Loan Guarannee Scheme, although in half of such bases borrowers indicated that the likely terms would not have been acceptable to them. Only a third of the borrowers questioned said that it would have been totally mipossible for them to heve raised finance other than under the finance other than under the

Of most interest to many is the failure rate. Originally con-ceived to be self-financing (pre-miums covering claims) the Government has admitted so far Government has admitted so tarthat for the last financial year claims were expected to exceed premiums by around £Sm. Outside estimates of the failure rate have varied from one in five to one in 20—it being argued that early experience was not typical—but Robson Rhodes concludes that "it would be produced to take a view of

As with leases, the interest payments are tax deductible,

but they key attractions of hire

purchase are the same as those of straight forward borrowing,

except that it is generally more expensive. Firstly, there are the cash flow benefits from spreading the expenditure over a number of years though a

deposit element may increase initial costs. At times of high

inflation there is the added advantage of having use of an asset today which is mostly paid

probable failures for the time being." The Industrial and Com-mercial Finance Comporation (ICFC) points out that one in three of the new businesses which it backs fails within the first five years.

Gul

Ablactorian

Bellow in

Bellow in

Bellow

Bel

Sels realis

nier. Bil. Reich I.

MET - 13:1

postiji Postiji

Seeks Land

Electra R. han (1822) 60 1941, C. Souhern V.

IT IS A GO I COMPANY AS A GO I

Contrary to some expecta-tions the Government mede only minimal changes to the terms and conditions in this year's Budget. Apart from marginally extending the number of sectors covered there was a reminder "that in carry-ing out their commercial ap-praisal the banks will want to take full account of the personal commitment of scheme borrowcommitment of scheme borrow-ers to their business." Cases have been reported where pro-prietors have been able to walk away too easily from a failed business leaving others to pick up the pieces.

Scrutiny

Given the Government's new guidelines borrowers can there-fore expect bank managers to scrutinise their applications more closely. With two years' experience behind them, however, the banks should now be better equipped to run the scheme more efficiently.

Small businesses should not Small businesses should not be afraid to shop around. They should bear in mind, though, the dangers of taking on too much debt and saddling them-selves with intolerably high interest charges.

CUT OUT THE RUN AROUND... AND MAKE YOUR NAME HERE...

Avoid the frustration of looking high and low for business premises

You'll find what you want here... Instant factories and warehouses. Instant Offices and business properties. And building sites available for immediate development.

All in just the right place: Southampton And in the pages of our two free property guides.

This is an ideal situation for you to go to work with excellent

communication links, labour resources and service industries to support and help your business thrive around a major port.

Guides to strategically – located premises for business
Please send me a copy of your Commercial Property Register
Your Development Land Register Tick Box

Economic Development Officer, City Valuers Dept., Civic Centre, Southampton. Tel: (0703) 23855 Ext. 587.



tax liability and is also unable to benefit from further concessions.

But this does not apply to financial companies, which have little or no investment in plant and machinery to qualify for capital allowances, and no shortage of tax liability on their tracks of the driveway. In real terms it may be custing no more than capital allowances, and no shortage of tax liability on their like it.

There are disadvantage to AFTER ENJOYING an enormous surge in popularity through the 1970s, the growth in leasing business has eased in recent years. But this is a reflection of supply and demand rather than any decline in its practical importance as a financial device for businesses.

Essentially, leasing is a means by which a business can convert the negative nature of taxation Until the 1970s, leasing was generally concerned with operating leases under which to a positive source of finance, However, unlike grants, a vehicles, office equipment and office furniture may be leased on a short term basis. The explosion really began when in s can normally only benefit from a tax incentive hy having a tax liability in the first place. In many cases a new business may be making losses, 1972:100 per cent capital allow-ances were made available to or little profits, and therefore have a nil or insignificant tax ses buying almost any liability. The growing com-pany will very often be able to shelter its profits from tax by stock reliefs and capital allow-

This enabled those companies with heavy tax liabilities, and insufficient offsetting allowinsufficient offsetting allow-ances, to buy plant and equip-ment which attracted allow-ances. These assets are then pays the principal and the interest charge, usually some four to five percentage points above bank base rates. But the attraction is that the

total rental is reduced to reflect total rental is reduced to reflect some or all of the tax allowance that the leasing company has earned. At the same time the lessor company earns a good rate of interest on the money involved just as if it had made a straight loan. Not surprisingly, the banks were quick to develop the potential that leasing offered.

By 1977 this form of business was growing apace and by last

was growing apace and by last year the market had reached £2.8bn with the UK business up 30 per cent. Action by the authorities to choke off inter-national leasing reduced the overall rise to 6 per cent, how-

ever.

Apart from overcoming the lack of tax liability, leasing offers a business an opportunity to "borrow" when all other channels for raising finance, other than through an issue of shares, have been exhausted. So, when a bank manager eppears to be deaf to appeals for an increase in overdraft, he or his increase in overdraft, be or his counterpart in the bank's leas-

counterpart in the bank's leasing company may well be very willing.

The reason is that an unsecured loan or overdraft leaves the lender little room for action should the borrower default on the payments, and this has frequently meant calling in a receiver or the liquidation of a company. The leasing company, on the other hand, can simply repossess the assets leased and, unless of a very specialised nature, find itself another client.

Termination

This, of course, is looking on the black side. Where long term leases, called financial leases, are concerned, the hirer will have the asset for the whole of its useful life and, providing it is agreed in the small print of the contract, will enjoy the benefit of its residual value. Financial leases normally cannot be cancelled for the first

than the working life—then the question of termination should not arise.

In the meantime e business has the tree of an arise.

In the meantime e business bas the use of an asset end released funds for application elsewhere. It also permits some precise cash flow projections to be made and enables the less financially minded business man, especially, to measure how financially to measure how financially minded business man, especially, to measure how financially minded business ment apply to the purchaser

tax liability and is also unable effectively an asset is employed and, therefore, to benefit, that

leasing. It certainly costs more than outright purchase, if the aim it to maximise future cash aim is to maximise future cash, shows, and a move into an off-settable tax liability position is likely in the short term. It also calls for a subjective assessment of the life of an asset before it became obsolete. This life could be changed demonstrated by the future attents. dramaticaly by future events such as a speed up in the "state of the art" of some process calling for a more sophisticate machinery, or a sharper than forecast growth of the company leaving it in need of faster output machines without output machines without increasing factory space. The problems are not the

"operating" leases for while the cost of these will be greater the leasing company may take, for e higher rental, the brunt of the obsolescence headache.

Options

Nevertheless leasing has to be included among the various options open to funding a small or large business. It is an approach adopted by even the largest of companies to varying degrees. In its annual survey of 300 major UK companies published accounts the Institute of 300 major UK companies published accounts the Institute of Chartered Accountants in England and Wales shows 48 companies that disclosed they had leasing, hire purchase or instalment credit agreements. On the other side of the coin at least 52 of the companies surveyed indulged in leasing to third parties.

to third parties.

Currently, the accountancy profession is tussling with the question of how leases should be disclosed in company's accounts. Though it published its initial proposals, in exposure draft 29, in October 1981 it has so far failed to publish precise miles in the form

lish it has so far failed to pillish precise rules in the form of an accounting standard.

Technically, the eccounting treatment of leases is something best left to the accounting profession where the small business is concerned. At the small of the day as this end of the day, as this impinges upon the profit figure shown in the accounts presented shown in the accounts presented to the tax man then it cannot be totally ignored. There is also the danger the proposals, as originally introduced, might undermine the present legal position on ownership of the assets involved. This could shift the tax treatment and pull the plays on the whole structure. the plug on the whole structure. But these matters are for the future. In the current circumstances leasing is a consideration for e small business but should not be undertaken without both legal advice, as to the

Financial leases normally cannot be cancelled for the first few years, whereas a short term operating lease can be terminated at fairly short notice. Providing that the lease is for a realistic period in relation to the period before the asset reaches obsolesence—which is likely to be shorter than the working life—then the fine print of a contract, and financial advice as to assessment lending to industrial and com-mercial companies reached e peak £328m in 1979 it fell to £202m and then to £47m in the

business must have sufficient tax liability. Therefore, there is no beneat to the loan company who will charge the full cost of the asset and a high rate of interest. lowering the real cost. The lenders are

because of the high interest rates that can be secured and the ability to repossess from defaulters. Therefore hire pur-chase is also to be considered when normal borrowing facilities have been stretched. The assets that qualify for 100 per cent first year allow-

ances may be varied in a Finance Act but it does currently include plant and machinery but not private cars. However if a business is to enjoy a long term shelter for its tax liability in this way then an on-going investment policy must be followed to replace

44 We are looking for companies which are not satisfied with low growth rates and low profits 99 John Parkin, Managing Director

English & Caledonian Investment PLC seeks to invest long-term funds in companies with real growth potential.

They could be:-

expanding private companies

start-ups by proven management teams

management buyouts

 companies which have run into temporary difficulties but can be turned round quickly

We do not demand fees nor do we necessarily expect dividend payments on our equity investments. But companies in which we invest must be capable of getting a full listing or entering the Unlisted Securities Market within three to five



Substantial funds are available. Please contact:
John Parkin, English & Catedonian Investment PLC,
Cayser House, 2-4 Sc. Mary Ase, London ECSA 8BP. Telephone: 01-623 1212 or 01-626 7197

NO JOBS -- NO PROFIT

On this basis lob Creation Limited will undertake to produce stable incremental employment anywhere in the world. Also, we can

GENERATE RENT FROM YOUR EMPTY PROPERTY We've proven our techniques over years to public and corporate clients. Can we now help you?

JOB CREATION LTD. 17/18 Old Bond St.



Teleph 01-409 2229

FINANCE FOR PRIVATE COMPANIES

Established in 1978, VCR chennels risk capital and. other resources to small companies. Most subscribers are directors of public and private companies. For a free copy

Venture Capital Report 2 The Mall, Bristol 8. Tel: (0272) 737222

Representatives throughout the UK
 New Insolvency Supplement available separately

ances that exceed any potential ortunities for small businesses in Peterborough

WORKSHOPS from 250sqft

OFFICES

from 100sqft

For less than £20 a week (rents & rates)

The opportunities for small businesses have never been bigger. In Peterborough. Excellent new workshops and modern offices are ready to move into today, at costs much

lower than you would expect. Leases are flexible - you can tent the space for as long (or as short) as you want. And when you're ready to expand (most companies that move here do) there are larger offices, factories, warehouses and

Housing to rent or buy is guaranteed for you and any staff you bring with you or recruit to

Peterborough later. And, of course, all the superb business, leisure and personal facilities of this outstanding regional centre will help to ensure that the Peterborough Effect works for you. And your

Contact John Case. Chief Estates Surveyor, for details. Phone Peterborough (0733) 68931 or write to him at: Touthill Close, City Road.

the Peterborough Effect

It works for people. As well as business.

The trouble with the City | The trouble with the City is nobody there under is there's so much money stands my new worldbeating computer driven toothbrush - Frustrated inventor Herbert Filling, May 1983.

chasing new companies any idiot with a half-baked plan can raise equity these days Frustrated venture capitalist Ikky Vickyman, May 1983.

Guidelines for seeking venture capital

NOBODY CAN dispute that prehend this obvious require-there are more sources of risk ment that causes these who have capital in the UK today then failed in their search for funds ever before. Expanding private to believe that the City cannot companies, management buy see opportunities when they outs, start ups and potential occur or is just not interested Unlisted Securities Market high capital in the UK today then ever before. Expanding private companies, management buy outs, start ups and potential Unlisted Securities Market high filers are all terms which make fund managers drool with excitement in a way which would not have been thought possible even a couple of years ago. even a couple of years ago.

Yet many entrepreneurs, in-ventors and small businessmen are unhappy with what the City has to offer. They complain that little interest is shown in their projects and that all too often they are sent packing with scarcely a helpful or informed comment on what they are comment on what they are

owersments:
owers can;
owers can;
other manufactured them;
to thought to the

into around to the land to the

TO I COL

the fail g to topologi

Therefore in

, to be use

a that ou

d toot on, he was, t bound a lode of

a Costin total dis

er Maar 16 ja 2004 – Sv

banics ne growt

greet Ductor

C Kryks M with real

n

No doubt faults lie on both sides. But according to John Parkin, an industrialist who is now managing director of the venture capital organisation English and Caledonian, many of those in search of money fail to show the sort of professionalism that they expect of those paid to make investments those paid to make investments.
"It is the failure to com-

occur or is just not interested in small investments."
Based on the experiences of the last two years—in which English and Caledonian has looked seriously at more than 300 proposals and invested in six—Parkin makes the following observations. "They are a statement of the obvious but it is surprising how many experienced business men are unaware

is surprising how many experienced business men are unaware of so many of them."

• Identify those institutions suitable to your needs. Some, for example, specialise in high technology and do not look at other sectors. An institution which lays down guidelines of £250,000 to £1m is unlikely to be interested in a represent for £250,000 to film is unlikely to • Be prepared for questions be interested in a request for about the registre of sales and £25,000. Check this initially cath flow forecasts. Investors with a simple letter or telephon

or call.

Professionalism shows in presentation of information.
Coneiseness, clarity and good lay out are essential. If a pro-

equity and preference shares of start-up or very young companies. 01-606 9911.

Prattee: No set apper or lower limits. Invests in equity of established and start-up and pre-start-up high-technology situations. 01-491 7000.

Rainford Venture Capital:
Between £50,000 and £350,000
is invested in start-up or
young companies in the
North-West. St. Holens
(0744) \$7227.
Scottish Offshote Investors:

Seeks equity funding in companies orientated toward

companies orientated toward energy services of between £50,000 and £250,000. Glasgow (041) 204 1321.
Technical Development Capital: Invests between £5,000 and £2m in equity of technology-based companies of in fixed interest long-term

inans or preference shares. 01-928 7822. Thomson Cilve Funds:

in private companies: 01-491 Venture Founders Capital:

VENTURE CAPITAL NOW, LET ME DOTHE

ject is poor not even a cash flow forecast on vellum will belp-at least it will be read.

The first personal appearance really counts. There may be every excuse in the book if you are late, but the fund manager will wonder what you'll be like when the pressure is off. After all, he is risking his reputation and money on you.

and money on you.

The City is looking for a team. Bring in colleagues for a presentation and do not hog the limetight. By doing so the whole project can be be beopaidised if the impression is given that the others cannot be the control of the co be exposed to questioning. Each member should rehearse presentation to avoid embar-

worth their salt should see through widdly optimistic sales forecasts and high profit projections based on unrealistic overhead estimates.

Some team members much have expenience of the project. Are the specialist functions of running a company obvared? This is a particularly important point for a management team "buying out" the assets of their business from a parent company.

Do you have four weekly accounting periods by which

MARKEN

accounting periods by which you and your backers can monitor the progress of the business? Can you fight back if con-fronted by problems or set-backs? This is an arrivade of mind which will almost cer-tainly show up in questioning.

Forfaiting has its advantages

Financing methods: Terry Garrett on a service for export trade

few judging by the amount of six months. If he approaches a business generated at home for bank active in the forfaiting the London forfaiting market. market that bank will examine

Forfaiting is a streable business in Europe yet few British companies are making use of this form of finance. It is akin to ECGD backing—handled by bankers trather than a Government Probability in ment department. Probably its most important advantage for the exporter is its flexibility and speed of reaction to any possible deal.

ind speed of reaction to any possible deal.

Forfaiting, so called because the financier forfeits the right risk it will then make an of recourse to the exporter, developed to belp finance West German exports to Eastern bloc countries over 20 years ago. Not surprisingly the seeds of forfaiting were sown by the Swiss banking community. By the Iale 60s, this type of financing that the London trick it will then make an attempt to average out the cost of financing the deal. Using the forfaiting were sown by the face the financing. This face rate, which is adjusted to the financial commercial Bank, which is one of the biggest

IT WOULD be astounding to might be the supply of capital Second the bank loads on a goods the technique can be find any British exporters who goods to a foreign buyer by a further margin, perhaps 1 per used for anything. As one had not heard of the Export for the goods has been agreed ing into a fixed rate transif you want to buy sugar over Gredit Guarantee Department, over a five-year period with payaction. For no matter how five years." And whereas for the goods has been agreed ing into a fixed rate transover n five-year period with payover n five-yea

the credit risk of the country involved and that of the im-porter's bank who is guarantee-ing, or avaling the bills. It may well be that the equipment is going to 2 foreign govern-ment department in which ease the British bank is only assess-ing the credit worthiness of that country.

inght back if conproblems or setit will admost corup in diestioning.

Tim Dickson

The progress of the london the line arrived in London scene, which is one of the biggest players on the London scene, will admost corup in diestioning.

Tim Dickson

The progress of the london the line problems or setplayers on the London scene, which is one of the biggest players on the London scene.

of the forfaiters also charge a commitment fee which should also be considered by the exporters when evaluating the cost of the service.

Similarities

The similarities with the Government's export credit services are clearly there. Perhaps forfaiting has the advantage of being more flexible. It has no hard and fast rules to work by, and indeed one for-faiting bank may take on a risk that another might not consider.

The bills can be raised in most major currencies at the wish of the importer. There is little or no exchange risk to the exporter as he gets bis dis-counted sum on the payments immediately. The importer earries a currency risk but certain countries may prefer currencies other than their own and it may be possible to obtain lower interest rales.

istment if it is a Moreover, though forfaiting couple large amount is generally used for expital quotes,

per cent of the deal.

Of course, what attracts some exporters is the total non-recourse nature of forfaiting. If something goes wrong with the payments it is up to the London bank and the avaling bank to sort out. Once the exporter has got his money he wilt not get involved again, it is up to the London bank to collect the bills as they become due from the as they become due from the foreign importer.

The London forfalting market is still relatively small, with the amount of money involved estimated at between \$3bn and \$5bn. Apart from loternational Commercial among the handful of London forfaiting banks are the Hungarian International Bank, Scandinavian Bank and National Westminster Bank.
In terms of cost ECGD and
forfaiting are more of less level
pegging though depending upon rates one may be cheaper than the other at any given time. So the exporter should be sure to approach ECGD as well as a couple of the banks to get

WHERE TO FIND THE MONEY

Ablugworth: Invests between £100,000 and around £500,000 in established but occasionally start-up companies. Tel: 01-839 6748.

Advent Technology: Invests £10,000 to £500,000 (more if syndicated for equility) in start-np and established technology-based concerns. Edinburgh (631) 225 5784.

APA Venture Capital Fund: Seeks equity in a broad range of established or start-up situ-

of established or start up situations, hot necessarily high technology. 01-493 3623.
British Technology Group: Invests in equity (and occasionally provides loan) of manufacturing companies, including start-ups. No limits. 01-528 3400 and 01-730 9600.
Capital Partners Init: £10,000 to some £350,000 invested in companies. with overseas potential. 01-584 7209.
Melville Street Investments: Invests £50,000 to £500,000 in

Invests £50,000 to £500,000 in established companies. Edinburgh (031) 226 4971.

Mothercourt Securities; Seeks £25,000 to £1.5th equity investments (sometimes syn-dicated) in small UK private companies, 01.831 8919. Midland Bank Venture Capital: Invests between £25,000 and £250,000 in

£50,000 to £350,000 invested in equity of small-to-medium-sized companies with good growth potential. Banbury (0295) 65881.

EUSINESS START-UP FUNDS (NOW BUSINESS EXPANSION SCHEME) Electra Risk Capital, 01-836 7766; Basildon Fund, Chelten-inam (9242) 584380; Mercia Venture Capital. Birmingham (921) 643 3941; Creative Capital Fund, Edinburgh (931) 226 4071; Northern Venture Capital Syndicate, Edinburgh (931) 557 3560; Kyle Funds, Glasgow (941) 248 2911; Oak Venture Fund, Manchester (961) 834 8262.

Processing proves time-consuming

IT IS A GOOD time for any preneurs are not so adept at company to be seeking venture presenting themselves and precapital. There is a good deal of money about and there are

choose from.

There is fairly substantial competition among members of the venture capital industry to place funds in good investments and there is expensive available in the industry that can be of considerable assistance in leanching a new venture or directing a youngish company on a more rapid

American practice.

There is also satisfaction about the sums of money raised able.
from institutions—and to a Un greater or)esser degree venture capitalists are happy with the experienced both as preneurs and investment able to choose from.

What they have found, though, according to Susan Lloyd, of Venture Economics, the research organisation forming part of the American Capital Publishing Corporation investments by venture capital (publishers of Venture Capital groups are coming on fast and Journal), is that the processing may well reach the USM in the Capital Publishing Corporation or potential investments has been both more time-consuming and costly than in the U.S.

Susan Lloyd and the U.S.

Hay well reach the USM in the next 12 months or so. How well they do will affect the state of the vertice. Susan Lloyd says that many venture capitalists bave dis-covered that British entre-

counterparts. Conse quently, it has, in many cases, been a more difficult process to bring potential investments to the point where a final decision can be made on their viability. One of the debates taking place within the industry concerns the questions of whether too much money is currently chasing too few investments—

and thits over-heating the market. Certainly there are severa For industry it has yet to be fully tested, however. Essential to its development is how well it is able to itsunch its offspring by way, say, of the Unlisted Securines Market or Stock Market, and how well it copes with a fall whem an investment goes sour—as some inevitably will.

schools of thought, but it is clear that among those independent funds making high risk equity investments there are those who believe that the tax advantages of Business Start Up Scheme funds lessen the pressure to realise high capital gains. Therefore their investment great source and they are likely to hear me Those in the industry seem to be generally satisfied with progress so far—the current phase of venture capital growth is barely three years old and has been heavily influenced by that one of the major con-straints to growth of the British venture capital industry must be the amount of manpower avail-

> Unlike the U.S., where there is now a solid core of people preneurs and investment ex-perts, the UK has a shortage. The problem, she feels, may come if the consequences of in-experience manifest themselves in investments going to the wall.
>
> The next year to 18 months will be a crucial time. Some

> > Nicholas Leslie

Small businesses are big business at the Midland.



Running an independent business can be quite nerve-racking without someone to talk to.

At the Midland we're great listeners, so drop in for a chat. We can offer expert help.

And, in suitable cases, services which include Long Term Loans, equity finance and low-cost fixedinterest loan schemes using EE.C. funds.

What's more, in the case of export finance, the Midland has a scheme for companies with an

Midland Bankplc

export turnover of £500,000, or less, who don't wish to use normal ECGD insurance.

There is also our Independent Business Banking Unit that's designed to co-ordinate services offered to small businesses.

So, come and talk to us. We've a good ear because we hope that one day your small business won't be quite so small.

Midland The Listening Bank

Venture capital for people

with all the right answers.

I have answered 'yes' to all these questions. Now tell me more about how Hafren.

HAFREN INVESTMENT FINANCE LTD.,
PONTYPRIDD, MID GLAMORGAN CF37 SULTRLEPHONE: TREFOREST (044385) 2666. TELEX: 497516.
A subsidiary of the Weigh Development Agency. FT/18/D/83

PITNEY BOWES

INTRODUCE THE ONLY

Only Pitney Bowes offer you an electronic mail processing system you can actually talk to. Run out of credit on your postage meter and you could be in trouble. Or, at best,

Now you can re-set your meter in seconds just by making a telephone call. No more trips to the Post Office. No more missed collection times.

Buying your post by phone can keep you in business long after your staffhave gone home.

We call it Remote Meter Re-Setting. You'll call it a good idea.

MAILING SYSTEM

1. Are you looking for venture capital from £10,000 to

2. Is the idea you have in mind a real step forward?

3. Have you worked out the feasibility of your project with

4. Are you totally convinced that you have the drive and

commitment to see your enterprise through?

5. Would you like to set up in business in Wales?

can help me set up in business.

a financial adviser such as an accountant or bank manager?

SMALL BUSINESSES VIII

The Business Expansion Scheme offers tax advantages, says Tim Dickson

Finding the right path through the jungle of tax legislation

legislation affecting the small firm is e full-time job. Budgets teem with new measures-prowhat is generally e rather dull statement—while the passage of the Finance Bill through Parlament is often an opportunity for subtle but significant changes to the original proposals. All the more reason for small businessmen to be competently advised by an accountant whose service is not confined to the mechanical one of carrying out the annual

The Business Expansion Scheme, is potentially the most significant incentive in this year's Budget.

year's Budget.

Successor to the Business
Start Up Scheme, it offers tax
relief to individuals who invest
in shares issued by established
unquoted trading companies,
not just new ones as before.

Small business directors and
their employees are again those
excluded from the proposed
legislation—a restriction which
some will find disappointing.
Nor can fathers be allowed to
invest in sons businesses and invest in sons' businesses and

However, the range of com-panies into which "outside" investors can now put their money and save tax—the net cost of e £10,000 stake to a 75 per cent taxpayer is only £2,500—has been considerably

The maximum which ine maximum which en individual may invest in this way in any one year has been doubled from £20,000 to £40,000, the old condition under the Ensiness Start Up Scheme that relief be restricted to 50 per cent of the issued share capital has been abolished, and in general investors should be able from the Inland Revenue either as a lump sum or in the form of en edjustment to their tax coding more quickly than

Positive response

The Business Expansion Scheme has certainly met with a much more positive response from financial advisers than the Start Up Scheme (first intro-duced in 1981). The conditions duced in 1981). The committees are less complex and it is generally felt that more people will be persuaded to put cash into established companies—which have a track record—than into "start ups" (defined under the Start Up Scheme as np to

It is too early to measure the ment of the interest an response from companies them-individual has worked for the selves until the scheme is on greater part of the time in the the Statute Book. Nevertheless lobby groups and financial institutions such as Electra Risk Capital which manage specialist venture capital funds are con-vinced that the demand is there.

There are, they say, plenty of unquoted trading companies who could do with the capital to bolster their belance sheets to bolster their balance sheets or take advantage of a new trading opportunity. Although many British businessmen are still reluctant to "give away" equity the Business Expansion Scheme should provide a useful counterbalance to the Loan Guarantee Scheme which many feel it encouraging many company of the second of the secon feel is encouraging many com-panies to overrely on borrowed

off against tax, money put into their businesses under the Busi-ness Expansion Scheme, will nevertheless find that tax relief anyone who owns more than 5 per cent can also get tax relief

in this way.

In the 1982 Budget the eligibility conditions were eased still further and an alternative "test" introduced. Provided that in the period from the application of the pro-ceeds of the loan to the pay-

management of the company, interest relief is also given. In this year's Finance Bill there is a provision to extend there as a provision to extend this again to take in employees borrowing money to buy shares n an employee-controlled com-pany as part of e "buy out." A less well known measure worth bearing in mind is the

Venture Capital Scheme. Since 1980 this has allowed losses incurred by individuals in unquoted trading companies to be offset against income rather than capital gains as in the

unds. One feature of start ups— Entrepreneurs who cannot set particularly high technology ventures engaged in R and D—
is the sometime lengthy pretrading period. In 1980 a
measure was introduced allowing certain pre-trading expendiborrowings used to invest. ture of a revenue nature

If more than half the shares
in the company are owned by
five people or less—broadly the
definition of a "close" company

profits. This has now been extended to three years.

If much of the emphasis has

been placed on "start nos" one of the more significant developments for private companies in the lifetime of the present Government has been the legis-lation allowing all companies to repurchase their own shares. allowances, for example, mean Financial advisers are excited that the cost of purchases of

porting "buy back" provisions into an equity package for tinquoted businesses. For along with the Unitsted Securities Market they go some way to providing an "exit" for sureside investors at a later date.

outside investors at a later date. As originally envisaged the repurchase of shares would have been treated as an income distribution—and thus un-attractive—but following the 1982 Finance Act it will be treated as a capital distribution for capital gains tax purposes provided a number of condi-

provided a number of condi-tions are met.

The Industrial and Commercial
Finance Corporation (ICFC) has
published a useful guide to the
legislation—available from any
of its offices—while most big
ecounting firms have published
haveled legislation down the rules. booklets laying down the rules. Special concessions are available to small companies in the able to small companies in the areas of Value Added Tax and Corporation Tax. The VAT registration limit has now been raised to turnover of £18,000 (this year's Finance Bill) while the small companies' rate of corporation tax has been reduced from 40 per cent to 38 per cent for profits up to £100,000. The limit et which the full 52 per cent becomes navable has been raised to

meanwhile, should not be forgotten which are availeble to all businesses. Capital allowances, for example, mean

same way.

The full cost, however, of a small industrial workshop of not more than 1,250 sq ft of internal floor space can be deducted from profits in the first year. Stock relief helps a business offset the effects of inflation and applies to most businesses. and applies to most busine with stocks of more than £2,000.
The commitment of this Government to index linking capital gains tax is a major incentive for those starting e business although it is not generally a major preoccupation at the outset entrepreneurs can work in the knowledge that the rewards for their efforts will not all end

up with the Inland Revenue. "Rollover" reliefs, meanwh are available for CGT if the in business assets. The first £5,300 of gains at the moment

can be more easily passed on to

12 regions

Branch and American A

135 £ £;-

THE MET.

Bent Attail

Bak are:

Alle Mad in

mile point

We problem. The true to

The Date of

the Commen

CONTACT BILLS:

A: die some in wer found ih em collispectual in bed in the property for th

REMINER OF THE PROPERTY OF THE

payable has been raised to As it is businesses valued at more than £200,000 can be a husband and wife who own jointly the company take full

Eric Short provides useful guidelines for start up businesses

Handy insurance packages

SMALL businesses, especially unaware of this requirement, "start-ups" run many trading risks—for the most part uninsurable and just part of the risks incurred by any industrial even killed while working. The control of the employee who is injured even killed while working. The control of this requirement. or commercial operation.

The entrepreneur, however, needs to consider other risks that could affect his business, risks such as fire, theft, floods and what insurance companies refer to as "other perils." These are insurable.

Indeed insurance is as essential to the small business as it is to the major companies, possibly more so since a small business is far less likely to be able to overcome an unexpected setback than a big one. Some insurances are required

At once he becomes hable in ascertain the costs of hew law for his employees, even if only one, and should take out employers liability insurance.

John Sinkins of the East Grinstead firm of insurance of the need for business inter-

many new employers are quite

brokers G. F. Thompson and Company, a specialist in small company insurance, says that

employer's liability to any employee who is injured or even killed while working. The ramifications of employers liability are complex but because it is e legal requirement, insurance companies have complete packages for every complete packages for every type of firm.

Most individuals are aware of the need for insurance against damage by fire, theft, or flood and through home insurance

The problem, according to John Sinking, is that many small employers do not know the replacement costs of their The broker has to emphasise

Some insurances are required the broker has to emphasise that balance sheet figures are the entrepreneur starts to no good in assessing sums inexpand and starts hiring staff, sured. The employer has to ascertain the costs of new law for his employees, even it machinery, the cost of rebuild-

ruption insurance. If the employer is hit by flood or fire or theft, it takes some time to return to normal and profits are

cut or may even disappear during the period of disruption. This insurance covers the This insurance covers these profit losses and is just as important as insurance for material damage if the employer wishes to stay in

Guidance

Many businesses, particularly "start ups", are not fully aware of what profits will be lost in the event of e disaster. Professional guidance is essential in meeting the insurance

A point to remember concerns shared premises. This applies particularly to new vontures. They need to check out what insurance is provided by the landlord concerning the old and somewhat dilapidated. then obtaining cover might be

The majority of employers accept that insurance is needed and forms part of their overheads. That does not stop them trying to cut corners.

ing to help small businesses by designing packages to meet all their insurance needs.

insurance needs.

INA—the U.S. insurance group insurance of North America—has launched a scheme for new ventures that knocks 40 per cent of the premium in the first team of the premium in the first team. year, the reduction being progressively lowered over five

This is an attempt to help companies start and looking for a return in later years when the established.

John Sinkins, who lectures for the British Insurance Brokers Association on the insurance needs of small busines still feels thet insurance should be approached on a normal buildings. If the premises are basis, placing each insurance contract with the best insurer.

He does not eccept the package concept. The broker is well businesses cash flow is under pressure and will ensure that costs are kept down in covering the essentials.

CASE HISTORY

How WordNet became a high flyer

SHARP observers of the City scene should recognise the name WordNet. For in e deal which attracted a flurry of publicity last month Yelverton Investments — where the financier Mr John Bentley sits on the board — paid £1m for a 25 per cent stake in this rapidly growing electronics company.

Far fewer people, however, will be eware that WordNet started life last year with the help of a £75,000 loan under the Loan Guarantee Scheme from Bank Leumi (UK), UK subsidiary of Israel's biggest commercial bank.

Bank Lemni was the quickest to respond to a number of institutions (including two clearers) approached by WordNet's founder Richard Crown when be returned to the UK from Sweden last year. Without the Loan Guarantee Scheme, Crown believes he could to this day be trudging the street looking for support rather than heading a company of 17 staff which has all the appearance of a high the appearance of a high flying technology business. Certainly it has much to live up to—no less than 16 ven-ture capital outfits were queueing up for 2 share of the action until he signed the agreement with Yelver-

The object of all the excitement is a device invented by Crown which links electronic typewriters with word proors and means that up to eight typewriters, even up to a mile apart, can be connected into the same work processor. WordNet is hoping for profits

of £1m this year.
"Like e lot of people with
a good idea I didn't have much capital wheo I got back from Sweden last year. I didn't know much about where to go for money in this country but my accountant suggested Bank Leumi. They didn't know me there from Adam but they realised that the product had potential and in splte of not having the collateral were able to advance £75.000 because of

the scheme.

"I could have got outside capital at the start, I suppose, but I think the company would have lost more of its identity in this way. Thanks to the Loan Guarantee Scheme I bave been able to get a track record which made it much easier to look for the latest injection of finance."

Alternative

The major clearing banks in the UK obviously bave an unrivalled range of services but Bank Leumi is one of a number of smaller banks. number of smaller banks (many of them among the Loan Guarantee Scheme participants) which offer an alternative based on personal service and greater flexibility.

"We find a lot of dissatisfaction with the less sophisticated branches of the big High Street banks," says Mr Menachem Paran, the bank's City office manager.

"They obviously have some highly qualified and highly competent people but they competent people but they are thinly spread." Founded in 1902 in London, Bank Leumi's UK operation consists of six offices in London and one in Leeds. The bank, which is pread of its transwhich is proud of its strong retail base, has been expand-ing in the UK in the past few years, concentrating on com-

Discussing the Loan Guar-antee Scheme, Chris Oxley of the Bank's West End head office says he is enthusiastic.
Some 32 guarantees have
been agreed—about half to
people without a track record and half to applicants without adequate security - and most seem to be doing well.

munities with e high Jewish

population.

Two have so far failed.
Comments Oxley, "I do think it would be helpful, if borrowers had to put up some

sort of security, even if it was only say 20-25 per cent of the total loan. It is too easy for people to walk away et the moment. One of our customers whose business failed just seemed to fritter

invest in business assets. The Government is doing itself a disservice not giving itself a chance to recover more of its money and it would encourage more banks to lend sensibly."

TO LET

to let in Wood Green .

3 books from McGraw-Hill for todays small businesses SUCCESSFUL RETAILING THROUGH ADVERTISING by Eric Lowe 07 084588 3 27.95 THE RETAIL HANDBOOK by Foster 07 084565 4 HOW TO COLLECT MONEY THAT IS OWED TO YOU by Mel Lewis 07 084578 6 leGraw-Hill Book Co. (UK) Ltd.,

WOOD GREEN LONDON N22

FOR SALE High specification small Industrial units with benefits of

75% AND 100% I.B.A.

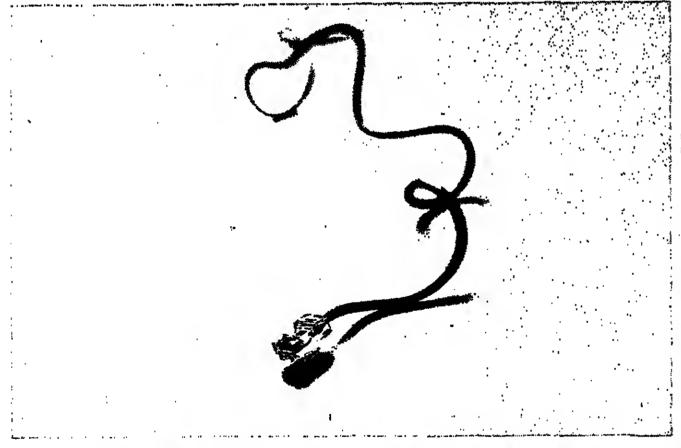
New small industrial units Complete Summer/ Autumn 1983 125-year lease available now

Available Summer/ with 2-year rental guarantee (negotiable)

Full details from: urveyor. 2-6 Middle Lan Tal: 01-348 5101 ext 22

Equity capital for private companies and **Buy-outs**

Sharp Unquoted Midland Investment Trust Limited dmund House, 12 Newhall Street, Birmingham B3 3ER, Tel: 021-236 5801



To: Pitney Bowes plc, (Information Section), Harlow, Essex CM19 5BD. Tel: 0279 26731

Pitney Bowes

Buy postage by phone

All you need to linc Vector computers together

Every single microcomputer has one problem. It may be low cost and have all it takes to keep the business man in business. All the bells and whistles in other words, for word processing, accounting, invoicing, financial forecasting, modelling, charting and communicating. That's all very fine. But its still a micro. What's been missing is LINC. Vector's low-cost solution to the local area networking opportunity.

LINC ties together Vector 4* microcomputers simply by using twisted pair telephone wire, not high-cost coaxial cable. So, like Vector, your business can keep growing. To find out more about Vector 4 and LINC, contact Morag Lucey on (07535) 69378, Vector Graphic, Vector House, William Street, Windsor, Berks SL4 1BA. We are also looking to develop new LINCS with distributors.

*Raned highest in its class for business use by 'W hat Micro' magazine, April 1983



SMALL BUSINESSES IX

Tim Dickson looks at the wide range of government services

Aid takes many forms

SMALL COMPANIES need help SMALL COMPANIES need help for the simple reason that they are often ill-equipped to meet the varying demands of running a business. Major enterprises can afford in hire professional managers but their smaller counterparts — usually without knowing it—have a without knowing it have a weakness in at least one area. Mare likely than not it is finance or marketing.

A major plank of current government policy towards small firms is its range of small nrms is its range of information and advisory services. Ignorance of these and of the myriad of government tax and grant schemes is et the heart of the present £2.5m TV and Press publicity exmpaign.
The scale of this exercise bas
raised more than a few
eyebrows but notwithstanding
its timing with a General Election in the offing it undoubtedly reflects the importance which Ministers genuinely attach to

Being independent and often suspicious of government there firms is no doubt that many small firms remain oblivious of the free or subsidised assistance available in the public sector (or at least of its merits). As with all professional advisers the quality of the many of the control of the quality of many of the services is bound to be patchy but there are also plenty of satisfied enstoners

12 regions

messes take

cir allowing

Tall Ingstney 1. Acres 10 Be

י פינילג JK sungies North are a Schraege kno-k - 2

Chaum by metion bes

attemate

ert lend ezt Auforna street

in., while translate nection at the mails

Little arases.

or com the

the leokart

a Jonn wat

er

in defect has the initial ful product more of initial could can be an initial can be a supplied to

VED TO YOU

or

The Department of Industry Small Firms Service operates through 8 regions in England and through the Scottish and Welsh Development Agencies in those countries. It is best seen in its two parts — as a source of straightforward information on aspects of running a business and secondly as a source of free, impartial and confidential husiness counsel-

trating on manufacture and production management advisory service—contrary to popular opinion—is carried out by a team of civil trating on manufacture and production management; robotics; flexible manufacturing systems and fibre optics.

In soma respects the Small Firms Service appears to have a similar role to the Council for Small Industries in Rural for Small Industries in Rural

WHAT QUESTIONS WERE ASKED Small Firms Service

Start-up Pinance
Publications
Management Marketing Legal Source of supply ...

ory Service. A separate Small Firms Technical Enquiry Service has been available since last year helping small manufacturers with up to 200 employees solve minor problems.

provide consultancy for np to five man-days—at no cost to the

(MAS). In addition to answering the technical inquiries 15 free man-days of technical or production planning consultancy is available, which can be followed by 15 further mandays at half cost.

The Department of Industry runs a number of grant-aided programmes to help introduce companies to new technologies. The Department is now concen-

The Department is now concen-

Much of the work of the Cosura is responsible for Small Firms Service has been directed at "start ups." countryside by helping new Increasingly, however, the and existing small firms with Government is trying to after advice, technical and manage-this image and has been stress ment consultancy, specialised ing that existing firms should training, and loan support. But

take advantage of its advice.

While marketing is among the topics. Small Firms Service counsellors are generally qualified to discuss, the Department of Industry is about to launch the separate Marketing Advisory Service.

lems related to manufactur-ing techniques and organisation. The Service will give infor-mation over the telaphone or

Businesses employing more than 60 people should use the Manufacturing Advisory Service (MAS). In addition to answer-

contrary to popular opinion—
is carried out by a team of
retired businessmen, not civil
servants. It is free initially but
a modest fee is charged for a
modest fee is charged for a
commission.

Cosura is responsible for
the

Widening choice of enterprise agencies

THE EXPLOSION of interest in small firms and local employ-ment initiatives among large companies and other private sector interests has now become so large and diffuse that the problem is to provide a read-

able road-map.

In the past four years over 100 enterprise agencies, normally spearheaded by large employers, have been created and are providing a wide range of services to small businessmen who know where to ask for help. The national link nrganisation for the agencies, which would The national link reganisation for the agencies, which would be able to tell you whether or not nne exists or is planned in your nwn area, is Business in the Community (addresses and contact numbers listed).

contact numbers listed).

At the same time, however, some towns and cities have found themselves wooed by the CBI Special Programmes Unit, e body designed primarily to belp the Government find places for its youth training schemes, to set up community action programmes, which are not unlike enterprise agencies in structure, although their goals are broader and my marginally relevant to small business.

In addition to this several large companies have established their own enterprise programmes, normally to help compensate for redundancies in their own nperations.

Other initiatives have come

Other initiatives have come through the Action Resource Centre, whose main role is to find secondees from big business nnd secondees from big business for socially valuable projects, such as employment regeneration, but which has also helped with some pioneering work in the small business advice world, through its fallington centre.

the small business advice world, through its Islington centre.

Outside the strictly defined private sector, some local authorities have set up employment or if ustry committees which co-operate on a broad basis with local companies.

Likewise, there has been a small tide of activity flowing from the work of the Financial Institutions Group (Fig), which Mr Michael Heseltine set up in 1981 to examine ways of funnel-1981 to examine ways of funnel-ling institutional money to deressed urban areas.

pressed urban areas.

Mr Christopher Lewin, a
British Rail secondee who was
involved in the employment
side of Fig's work, has compiled
a very useful check-list of possible action and access points
for small business, which
includes a number of interesting ideas on help with exports,
marketing, technology and information.

Several universities and col-leges now run courses aimed at the small businessman, but

Contacts: Business in the Community, 91 Waterloo Road, London SEI SXP. Chief execu-tive: Stephen O'Brien. Tel 01-

CBI Special Programmes Unit, Metro House, 58 St James's Street, London SW1A 1LD. Tel 01-493 9577. Chief executive: James Cooke.

Action Resource Centre, Henrietta House, 9 Henrietta Place, London WIM 9AG. Tel 01-629 3826, Chief executive: Cochia Allen.

Fig checklist: available from Mr C. G. Lewin, British Rail, 222 Marylebone Road, London NW1 6JJ. Tel 01-263 3232, ext

perhaps more useful are the more adventurous, if experimental, programmes in supplying expert help with technological problems, market research and planning. Chambers of commerce, the traditional point of contact in most communities, are also

worth checking, but their quality is patchy.

What all this adds up to is that in some parts of the country, a small firm can, it it knows the ropes or, perhaps more accurately, if it can find them, increasingly tap the resources of the private sector, whether it be for a secondment, help with computing, export help with computing, export piggy-back services to try to move into foreign markets or indeed almost any other aspect

of business you can think of.
It is, however, obviously true
that these support networks are
new, of highly variable quality
and sometimes maddeningly overlapping.
The challenge of the next year will be, from the helpers' point of view, to try to erect more signposts in the maze and, where it will not reduce the quantity of energy and commitment avail-able, to simplify the maze itself. The fact that Business in the Community now seems to have sorted ont its objectives and appointed a full-time chief executive in order to create con-tinuity amid its otherwise seconded core of leaders, should

help.
If it, the CBI unit, Arc and the various government departments and agencies involved can ments and agencies involved can start to clarify their own areas of responsibility, that will cer-tainly help at the national level and should also have a positive influence at the local level.

Ian Hargreaves

generating new business.

rooting our companies a need interest rates are available in of support in contrast to the certain areas if a sufficient more passive approach of the number of jobs is to be created.

John Ockenden, CoSIRA's chief information officer says: "With the current revival of the traditional rural occupations and the introduction of newer businesses which not only pro-vide employment but also fit neatly into the rural scene, the village is enjoying a renais-sance."

Where to go for advice: Dof Small Firms Service. Phone operator and ask for Freefone 2444. Marketing Advisory Service. As above.
Technical Enquiry Service.
Ring the Production Engineering Research Association
(PERA) on Melton Mowbray
(0644) 64133. Ext. 444.

At present £18.7m is on loan

CoSIRA deals with firms which on average employ seven people but the upper limit is usually 20 skilled employees with no limit on unskilled ones. It is restricted to the English rural areas—fowns and villages with fewer than 10,000 people. The first contact should be through a local organiser, located in every English county, who is backed up by a locally recruited voluntary County Committee. CoSIRA also bas its own loan Manufacturing Advisory Service. Contact PERA (as Advisory above). New Technology schemes: Department of Industry Offices,

fund for small industries and small tourist projects. It will lend up to £75,000 on its own account but has forged links with hanks which will top up this maximum to provide larger amounts. Scottish Office, Welsh Office or Northern Ireland Office.

Connell for Small Industries in Rural Areas (CoSIRA). Local offices are in phone book or ceives a cheque for an agreed control of the face value. In the financial year 1981/82
CoSIRA approved £4.3m loans to finance projects costing £13m offices are in phone book or and claims to have created 1,155 phone Salishury (0722) 8255.

Nothern Ireland Omce,

Council for Small Industries

As soon es the client informs the facing of the sale he receives a cheque for an agreed percentage of the face value

apart from having broader jobs in 290 firms.

responsibilities, the agency also pursues a more active role in

For this reason—although the two do overlap in certain areas—the Government, follow-ing an experiment in certain areas, has decided against

CoSIRA deals with firms

more passive approach Small Firms Service.

merging them.

CASH FLOW STRAINS come to big and small companies alike and not just at times of difficult trading. Small companies which trading, Small companies which are expanding rapidly can find mure and more of their working capital fied up in trade debts, especially if they are exporting. Inevitably, management time gets wasted trying to chase after debtors instead of getting on with the job of

Afthough taken as a total package, factoring infers the client three distinct services: sales accounting and collection, finance against invoices and (although not always) bad debt

Factors assume total responsibility for the sales ledger activities. The fector will assess the credit worthiness of the client's customers and set certain limits. More than once the wider experience and better facilities of a factor has saved a client from getting involved with a financially unstable cusship the goods and tell the factor who and how much he should be billing. The factor sends off the invoice, maintains the sales ledger, makes sure reminders are sent out and is responsible for collecting the money. At the bottom line the factor is the one who has to

Financing methods: Terry Garrett looks at the uses of factoring

How to ease cash flow problems

Factoring can alleviate the cash flow problem, by raising factor will advance varies, but to the client and ask whether immediate cash on a proportion of invoked sales—of course at a cost.

The amount a bad debt situation. We go hack to the client and ask whether the client normally has the they want us to pursue it. It's facility to draw up to 80 per not our responsibility."

Certainly, it seems to be a balance is either sent on as soon as the factor gets the money from the customer or the balance may be paid at an egreed interval, for example, sixly days, whether the factor has been paid or not.

Protection

Finally, the client is usually offered bad debt protection. This service is known as "non-recourse" factoring. If a customer fails to pay it is the factoring company that stands in lose and not the client. Recourse factoring, where the client picks up the bill for any bad debts, is less common in the UK, although there is one large company undertaking recourse factoring exclusively—Alex Lawrie. Alex Lawrie.

According to Alex Lawrie its services are likely to come cheaper than those companies offering bad debt protection. The Lawria men describe their service thus: "We buy the debts but we have an option to sell them back if there is e dispute. That need not be a

pany is number three in the factoring league table in terms of valume of business it had more clients than the top two companies—Credit Factoring International and Griffin Factoring

tors-put together.

The cherges for factoring was more advantageous than overdraft rates, in sheer economic terms we could have justified doing without it earlier on. It was a question of priorities should be broadly similar to the cost of bank overdraft money. The second element is a persentage charge of turnover centage charge of turnover geared towards the amount of 2 per cent,

What are the drawbacks of a reput fectoring? First, many people you w still regard the company who final uses a factor as well on the way letters.

to Carey Street. This is unfair for the factor is unlikely to take on a client which is not

financially sound. Certainly factoring gained a more respectable image as the banks moved in. So news last February that Barelays was pulling out of factoring must be something of a setback to the industrial the industry.

Of course there comes a point hen companies no longer need factoring services and a ellent must be prepared to review the ther want us to pursue it. It's agreement periodically. Crystal-ate Holdings, e Kent-based of electric producings, had, for companies. As a member of electric producis, had, for the Association of British Factors, which probably accounts for up to 90 per cent of UK recently decided that it would factoring. Lawrie publishes yearly figures. While the company is number three in the

According to average in the property of the pr According to John Crates, oint managing director. effective. There were umes when the rate for fectoring

centage charge of turnover role to play but potential clients geared towards the amount of should shop around—contact work end risk involved for the factor. This varies and can be the Association of British factor. This varies and can be Factors or the smaller Association anything from 1 per cent to tion of Invoice Factors for names-and make sure you have a reputable firm which informs you when it is seeding out final demands or solicitors'

We'll show you how to save cash-by not paying cash



You'll get back-up

for a cashless pay

campaign...

Lloyds Bank can help if you

risks and rising costs

of a cash-based pay-

roll system. With the

aid of a computer

are concerned about the security





benefit you.





employees.

program, we can show you the benefits of switching to different payment methods which could save your company more than £30 p.a. per employee.

We have the experience to help you put together the right package for your company, and the expertise to assist you in convincing your workforce of the benefits of cashless pay.

Call your local Lloyds Bank manager and find out how you can cut the cost of

payday.



Lloyds Bank Plc

SMALL BUSINESSES X

A wide variety of courses is now on offer for aspiring entrepreneurs. Rhys David looks at one of them,

the Wales International Management Centre, and at the experiences of some of the participants.

On course for becoming an entrepreneur

VENTURE FOUNDERS LIMITED

VENTURE CAPITAL FUND MANAGERS

Equity capital for new and young companies with exceptional growth potential

Enquiries:

39, The Green, South Bar, Banbury, Oxon. OX16 9AE Telephone (0295) 65881

"YOU CANNOT advertise for an entrepreneur to run a business, nor is it simply a question fashion in the early 1970s after of having a product or service and the right amount of cash." says Alan Rosser. In his experience, through his Wales International Management Centre, the small businessman is partly born and partly trained. Prevequisites for the man or woman who is going to succeed—apart from the right idea at the right time—are tenacity, a willingness to work very hard, and the readiness to worry about the public sector.

Well over 2000 — The himself set up in true entrepreneurial fashion in the early 1970s after leaving a big U.S. firm of management consultants — has developed a range of management courses and in-company attracted private sector clients and assignments throughout the UK. The higgest growth, as for a number of other training sets to work very hard, and the readiness to work very about the business and its content in the early 1970s after leaving a big U.S. firm of management consultants — has developed a range of manage and in-company attracted private sector clients and assignments throughout the current of other training and partly trained. Prevenue of the sector of the management consultants — has developed a range of manage of mana readiness to worry about the business and its customers.

At the same time, there are certain skills which need to be developed as well, and Mr Rosser has made it his speciality trying to inculcate these into

executives have been on Man-power Services Commission-sponsored courses organised by the Wales centre in a variety of UK cities. The MSC bas also

short list drawn up by the spon-soring organisation, and is tu-tored by three consultants. "The objective is to get the various entrepreneurs' ideas into a near start-up situation at the end of seven weeks." Rosser claims with each of the participants able to go away with a business plan capable of showing how the venture should develop over the first few years, and professional enough to convince the often sceptical sources of finance and other help.

During the seven weeks, the

Rosser has made it an appearance by the group as provided funding for a series of various products and services small business planning pro- are evaluated by the group as From a base in Cardiff, his grammes run by Rosser's organ- a whole, with the consultants,

isation in mid-Wales and on the strengths and weaknesses Merseyside. the strengths and weaknesses are pointed up, and suggestions Each course has consisted of made for improvements and about 12 participants selected modifications. "The aim is to by Wales International from a make people stand up to search make people stand up to searching analysis as to how they arrived at their figures," he

An adviser

Once the credentials of the product have been established in this way, participants flesh out financial forecasts, producing in the process a business plan which will give profit and loss, and cash flow forecasts, month by month for the first year, together with projections for the two years after that.

According to Mr Rosser—who is in competition as an adviser to small businesses with other Once the credentials of the

in finding a property. The DBRW initially declined to lease premises because Mr Jones' projected employment

level after three years was only seven rather than the

required minimum of nine. Instead, the company moved into a building vacated by the local authority, and now plans to build its own premises.

The banks, too, were little belp and, according to Mr Jones, gave his plans little

the limited security he could ofter and because of their suspicious of any project in

the bankruptcy-prone building industry. In the end be obtained a private loan from an investor who felt he had a good idea.

sideration because of

consultants, with various government-backed bodies and with a variety of educational establishments — too much importance is often placed on teaching the small businessmen technical, but nevertheless rather superficial, details, such as how in sof up a commany as how to set up a company or handle VAT.

we centere people another be helped in financial planning, not in bookkeeping. If you do not want to write the books, you hise an accountant." you hire an accountant."

Equally, in his view, the entrepreneur who is perhaps about to risk his all to start up in husiness should be taught to think out the long term future of his business—how to make it grow, so as to give stability and security both for himself and for the people who

We believe people should

work in it.
"Many people want to stay
small but there are dangers in that. Small can be ugly as well as beautiful if you do not generate enough profits to make the business grow and to employ people. You need to grow to a size where the structure is no longer dependent on the owner. If you do not, you will be working night and day all the time."

HO

Ple

建筑物。

がい かんか

appar en

ביבי סוד

Ge abilit 1

time or starts constant

Carmichies director of 1 Southand with the last transfer with transfer with the last transfer with transfer with the last transfer with transfer with

For the

Raym

Wales International has itself grown from its own small begin-nings to employ more than 20 consultants and to reach a turn-over of more than film.

By the end of 1934 the centre believes it will have helped to create 300 new businesses employing more than 1,000 people with a combined annual turn-

Hurdles new businesses had to surmount



STARTING OUT ... Generous financial assistance. Minimum interest loans and reduced site rents to give

EXPANDING... A wide range of sites, factories, offices and warehouse units in varying sizes, many for immediate occupation, plus an abundance of skilled

RELOCATING ... ideally situated at the hub of the motorway and inter-city rail networks with Coventry Airport on the doorstep, Birmingham international Airport, National Exhibition and National Agricultural Centres only minutes away.

> Contact: Sue Ashby, Homes & Property Services Department, Council House, COVENTRY CV1 5RR. Telephone: (0203) 25555 Extn. 2073

Quote

Quote

Quote

Quote

Quote

COURSES AS a way of equipping the potential entre-preneur with the skills needed to set up successfully in business can be useful but there are plenty of problems, once operations have started, fer which the only training will be hard experience.

Thus, the various sources of finance are frequently found to be by no means as flexible as is claimed, and can still be decidedly particular as to the types of business they will support.
Secondly, obtaining basic

services from the public utilities can take longer than expected. Again property, though advertised in abundance, is by no means always available, even in areas vigorously promoting them-selves to small businesses, of the type and size required by the entrepreneur, or on conditions of lease which he is likely to find acceptable. Finally, even the best researched plans sometimes have to be changed in the light of experiences. New businesses often find themselves setting out to provide one product or service and having to switch into another.

Eurohealth

Started by a participant on one of Wales International's first Merseyside courses, the business offers a health and beauty service in a suburb of Early problems—which the course could hardly have anti-pated—were experienced in obtaining services. There was a lot of hassle getting telephones and considerable delay in obtaining from the elec-tricity board the three phase neter required for commer-

The business has also been saddled with n beavy interest burden on the Rim it took out, as a result of what is now considered to have been wrong advice from the banks. As a result of this, cheaper sources of finance, offering delayed repayments, for which the business coold have qualified, were missed.

The various rules surrounding the employment of young people from government training schemes were training schemes were another cause of frustration

according to the owner Mrs Barbara Cain, The business has, nevertheless, prospered, and a bistro has been added, generating extra revenue in quieter periods of the year when the health side is less active. The financial targets set for the business as a whole have been

AC Trusses

TDC recognised the Wolfson Institute of Bio-

technology of Sheffield University as a centre of excel-lence in plant cell culture. Plant Science Ltd., was set

up as a joint venture with Sheffield University in 1982 with equity capital provided by TDC. TDC's involve-

ment was highly professional and all their negotiations were conducted in a friendly and helpful manner with a notable lack of bureaucracy. 77

When Imperial Biotechnology was set up it broke

new ground in co-operation between universities, financial institutions and industrial enterprise. TDC

initiated this as a joint venture with Imperial College,

provided the initial investment of £400,000 and helped

DR. TREVOR LANGLEY, MANAGING DIRECTOR, IMPERIAL BIOTECHNOLOGY LTD.

from TDC. They not only understood our technology

but they also saw its commercial potential. They quickly became actively involved in the business and played a key role in introducing us to potential business partners in the U.S.A. TDC's financial and commercial know-how and real understanding of what makes high

PROFESSOR STUART RANSDEN, CHAIRMAN, LASER APPLICATIONS LTD.

11 TDC's capital investment and active participation

added a new dimension to the way the company could be managed. They brought to the table a wide range of contacts, an understanding of the need to react quickly to business opportunities and most importantly the

ability to complement the skills required to move high

technology into very competitive markets as has been

achieved with robot sales into North America and

following the first two years of successful and

profitable operation largely in exportsales—TDC played a key role in arranging for a public offering of 10% of the company's shares through the New York "over the counter" market which raised an additional \$8.8m for expansion.

DR. BERNARD CAPALDI, DIRECTOR, PENDAR ROBOTICS LTD.

technology business really tick is invaluable. 77

44 We had an immediate rapport with the people

to identify the founder management team. 77

DR. TONY JUBB, MANAGING DIRECTOR, PLANT SCIENCE LTD.

Set up by a local builder who had been sponsored on one of the Wales Centre's courses by the Development Board for Rural Wales, the company supplies roof trusses to housebuilders from the small border town of Welsh-

Mr Charles Jones had seen that the supply of land was drying up locally suggesting business could be squeezed. He had also noticed, however, that there were very long waiting lists fer the new type of roof trusses now widely used in UK bousebuilding. "I decided someone had an overflowing order book," he

The business has estab-lished itself, with the course contributing to his knowledge of how to research a new mar-ket and extending his finan-

cial expertise.

Sales have exceeded the initial target, compensating in part for lower than expected profit margins. Business has been obtained for the product—licensed from a design company—from as far afield as the Wirral and Wiltshire, well outside the original 60 mile radius Mr Jones set himself.

A problem was unexpectedly encountered, however,

Aberdata Founded by an industry manager — formerly with Rolls-Royce, and the Swedish steel group Sandvik — who wanted to run his own business. ness, the company provides computer services in mid-

Robin Reeves examines the role of the Welsh Development Agency

Wales provides strong support

AT ITS foundation more than seven years ago the Welsh Development Agency (WDA) recognised from the outset that it had a special role to play in encouraging small businesses in Wales. The result was the setting up of a Small Business Unit (SBU), staffed by a team of specialists, to act as a focal point for small companies seeking expert advice on the management of their business

Companies using the SBU can receive help on how to research markets, examine marketing finance and budgetary control and learn about the techniques of distribution, exporting, advertising and promotion. The unit is also able to put small companies in touch with larger businesses looking for new products and services.

The SBU's initial survey of a small company's requirements is free but if specialist advisers are employed to sort out one or more aspects of the company's business, a fee of between £25 and £45 a day is charged, the amount depending on the size of the business

the business.

The WDA is also empowered to invest funds either in the form of equity or loans in companies, large or small, which it decides will help strengthen the Welsh economy. It is also a local agent for the European Coal and Steel Community loan schemes, which offer financial aid to small businesses. On exceptionally businesses on exceptionally attractive terms.

attractive terms.

Last year the agency also launched a £1m venture capital subsidiary. Hafren Investment Finance, to provide investment capital for higher risk projects than is allowed under its normal investment guidelines.

Advantages

The Hafren subsidiary is parricularly almed at new technology projects and young companies with high growth potential. One of its advantages, says the agency, is that it is willing to invest as little as £10,000 in mornising ventures whereas promising ventures, whereas most venture capital houses are only interested in larger pro-

Investment terms vary but can include preference sbares with low gross coupons, redeemable on an agreed multiple of earnings or an asset value basis; ordinary shares at current market value up to a maximum holding of 30 per cent of the equity; or unsecured loans over is Swinsea, which runs its own five years with a two-year capital moratorium at clearing bank viding a range of modest but interest rates plus 2 per cent. useful schemes for hel Hafren has already attracted a local small companies great deal of interest and funds prosper.

totalling more than \$5 have so far been committed to 15 high venture projects.

In mid-Wales help for small businesses similar to that of the WDA is provided by the Newtown-based Development Board for Rural Wales. It is highly valued by local companies. Recently Mid-Wales Development panies. Recently Mid-Wales Development—its name for marketing purposes—launched what it describes as an "after care" service. Its centrepiece will be arrangements for local companies to participate in a total or 35 trade exhibitions under the Mid-Wales Development umbrelia over the next 12 months.

Grants awarded

Last year Mid-Wales Development also secured the power to award grants to small and medium-sized companies—in compensation for the area's loss of regional development grant status. In the first allocation grants ranging from £1,500 to £39,000 were awarded to 16 small companies to help them develop their businesses. develop their businesses.

However, support for small businesses in Wales is not con-fined to the two statutory bodies—far from it. BSC (Industry) has done a great deal of pioneering work in Welsh steel closure areas through the provision of workshop start-up premises and small grants towards the cost of launching new small businesses. In North Wales its role was

In North Wales its role was recently taken over by the Desside Enterprise Trust and in the Cardiff area by Cardiff and Vale Enterprise. Both aim to offer one stop shopping for budding entrepreneurs and expanding small businesses in need of advice and expertise. Overall, up to a dozen enter-prise agencies are in the pro-cess of being established in different parts of Wales.

Most Welsb local authorities

have also been doing what they can within limited powers to encourage small businesses and in a number of instances are able to offer small amounts of financial help. In certain cases they offer an EEC-backed temporary wages subsidy scheme for small companies; in others, small grants for buying second-band machinery (most official grants are for new machinery and equipment).
Particularly forward looking

schemes for helping

Two thirds of business comes from small firms, with a third of turneyer, but n semewhat bigger proportion of volume sales, coming from home computer users.

The company, according to its founder Mr Michael Mackian, has, like other suppliers, had the problem of obtaining equipment from manufacturers.

Another problem has been Another problem has been in finding premises in Aberystwyth, the biggest town in the area, with the relatively high cost of a lease—for a new business at any rate—an obstacle. The business now operates from a store within a store at a bookshop, making it possible to link sales of it possible to link sales of computer books with sales of

Margins, too, have had to be lower than they were led to believe by suppliers, because of competition, but costs have been kept down to compensate. There are six people employed in the business with a treasure of 19 hy ness with a target of 19 by the end of the third year.

The experiences of these aspiring entrepreneurs are almost certainly shared by many others setting up in

The lesson clearly that setting up a small busi-ness, while undeniably re-warding and fulfilling in many cases, is nevertheless far from easy. As Alan Rosser says, you need tenacity, a willingness to work hard and yon have to be a werrier.



Forfait Finance Consult the specialists at ICB

International Commercial Bank was established in 1967 to provide medium term finance throughout the world. Since then I.C.B. has assisted borrowers in over 100 countries.

I.C.B. has developed a leading position in a forfait financing for export trade. An early consultation with our specialists will lead to a prompt recommendation on the most suitable form of finance.

The Bank's range of services includes loans at fixed or floating rates, in all main international currencies; also project and corporate finance and leasing. Please call us if you need our help.

Total Assets £945,695,000

e Hongloog and Shanghai Banking Corporation bank A.G.

International Commercial Bank PLC 9-10 Angel Court, Throgmorton Street, London EC2R 7HP Telephone 01-606 7222 Telex 68 73 29 Cables Incombank London EC2

To The Owners Of Small Companies logether with our associate, London Wall Industrial Consultants Ltd. we provide finance for the expansion of your business and consultancy services to make your company more profitable. We aim to use our extensive business experience to assist in solving your problems and making the best of your opportunities, to provide neone for you to bounce ideas off and to stimulate new ideas for the better running of your company. If you need either finance or advice drop a line to our Managing Director, Gordon Taylor B.Com. F.C.A. briefly noting your requirements.

Smithdown Investments Ltd. 15 South Molton Street, London WIY 1DE Telephone: 01-408 1502

SELF ADMINISTERED **PENSIONS**

A complete and competitive service for the company director wishing to establish a self administered pension fund, Design, installation, administration and investment managements For further information contact Peter London or Tim Waiter at:

CLARK LONDON

Self Administered Pensions Ltd 36 Waterloo Road, Wolverhampton WVI 48L, Tel: (0902) 7:0402

Quite

As part of the Finance for Industry Group, TDC are in a unique position to provide entrepreneurs not only with finance but also with technical expertise to help build successful ventures in high growth technological

Find out more by contacting us at 91 Waterloo Road, London SE1 8XP (01-928 7822). You'll discover we're as committed to success as you are. TDC

TECHNICAL DEVELOPMENT CAPITAL LITE.

SMALL BUSINESSES XI

Location is the most vexed question in property selection, says David Lawson

How to choose the right premises

3 ₁₉₈₃

the want by care danger of her they day your do not seem of the country to make and to execut to prove the country of the country and they all they all they are they country they country the country that they are the country than the country that the country that the country that the country than the country that the country th

of 1984 then

than Long and angel it is an in the control of the

oo, have he can they we have supply supply competules. Combert for there are any or did they farget of E

ic third its

rieners of t techtenen? Billy share " selting p

up a small undende od fulfilm is nerene

o he a war

e

garante de la constitución de la c

and a feetile

programmes.

الأورينية ال

J. Oak J. 192

Orton Page 3

rate contend

a in the part nerest our help

a 10.1/4 parament e.t. g 153 et e raisbreig par fant reinig

000

the second

CHOICE OF premises is probably the single most important decision for a small business. The wrong size, the wrong time the large tenant was the seriously hamper productivity and growth. The wrong price can be disastrous.

Most small businessmen have as little knowledge of the sort of business in the last too many of these blue chip companies have contracted or average car buyer. They are often too tied up in setting up or rumning their business to be smaller tenants as a way of property and can be misled of property and can be misled of property and can be misled for wong priorities.

Thirdly, the small business mail business is no longer treated like e seemingly simple question of business is involved; planners have strict rules about what is an office, what is industry and what e warebouse, which may not coincide with the mixed activity of a small business but will determine which buildings can be used.

How much space needed may a running their business to be smaller tenants as a way of property and can be misled of property and can be misled the private sector.

Alongside the private sector of business from the seemingly simple question of business is in-relative clauses prohibiting Restrictive clauses prohibiting Restrictive clauses prohibiting Restrictive clauses prohibiting Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time. Restrictive clauses prohibiting and rent is due until that time.

or running their business to become expert in the complex field of property and can be misled into wrong priorities.

A smart appearance, for instance, may be no more important than a well-polished used car which looks impressive but is a plg to drive and the finer sixes.

Smaller tenants as a way of the Shops, Offices and Factories Acts, according to bow many people are employed. Remember that descriptions of industrial premises tend to be in gross sizes, including non-operational space, so the huild-ing which appeared hig enough may prove in fact to be too small.

used car which looks impressive but is a plg to drive and work carry all the kids. Cheap initial costs may prove false economy, on the other hand, if servicing is extortionate.

The husinessman bes hed little chance in the past for a "test drive." Choice has been limited and lease terms strictly regulated in the landlord's

Priorities

assisted areas and the regions which have some form of building programme and the regions are covered hy bodies such as every tenant seems to have his own priorities. Often the lure of local authority or regional grants will blind the businessman to his prime needs for access to markets, suppliers or suitable labour.

Priorities

The biggest problem for the small business is still one of convincing the landlord that he will be e good tenant. Most new space is developed by pension funds, who demand a guarantee that satisfies them that rents will be paid.

Setate in Merton, South London. Birmingham developer william Sapcote guarantees to buy back certain of its premises costing more than £50,000 from a tenant at the same price in least knows it can dispose of buildings.

guarantee that satisfies them that rents will be paid.

New companies cannot provide this as they have no track record and unless they can get a bank guarantee, they may find the only way into new huildings is to put down a deposit of up to a year's rent as surety. Even then a premium rent may he needed.

one way out is to find a local authority which takes a headlease or provides such guarantees to the over-cautious inves-

regulated in the landlord's favour, so the tenant is tied in for many years to a building be may find totally unsuitable after a few months.

The pleture has now changed for several reasons. Firstly, there is a massive surplus of 175m sq ft of empty-factories and warehouses across the country and the landlords are much more flexible on lease terms.

Secondly, the Government is desperately trying to encourage development of small factories through tax incentives as the small factories are may be sailly as the small factories through tax incentives as the small factories are may be sailly as the small factories through tax incentives as the small factories are may be sailly as the small factories and sail factories through tax incentives as the small factories through tax incentives as the small factories are may be sailly as the small factories and sailly as the small factories are may be sailly as the small factories are may be sailly as the small factories are small factories and sailly as the small factories are small factories and sailly as the small factories are small factories and sailly as the small factories are small factories and sailly as the small factories are small factories are small factories are small factories and sailly as the small factories are small factories are small factories and sailly as the small factories are small factories and sail factories are small factories and sail factories are small factories are small Mike Treays, an experienced chartered surveyor with comdesperately trying to encourage development of small factories through tax incentives, so the choice of new premises is much wider.

Mike Treays, an experienced chartered surveyor with commercial agents Savills, before going independent, has drawn and repairs.

Leases on new premises are the small businessmen which encapsulate the decision-making they have to be transferred by worthington, aims at expansion and rest-taking and covers the

services and pay weekly rents rather than take formal leases. The other sort of small business, called "opportunity" by Worthington, alms at expansion and risk-taking and covers the large number of fast-growing high-technology and service companies. These tend to aim for new premises in special sort through this maze and the Roysl Institution of Chartered Surveyors and Incorporated Surveyors and for new premises in special David Lawson writes for centres such as science parks or Estates Times.

development company, the Heron Group, has just combined with Tootal and A. and J. Mucklow to launch a series of business centres called Sci-Tech which will involve premises in Manchester, Newcastle, Dundee

and Glasgow.

Agents Rapleys will be offering six-year leases or six-month licences on units between ebout 1.500 and 2.500 sq ft plus services such as telephone installation and mail handling. The



Plenty of help for the entrepreneurial Scots

partment's slogan.

The real breakthrough for small business appears to be the ability of the department to get through to the small businessman. While it offers free or inexpensive official encouragement it infrase to

Quality control

The real breakthrough for small business appears to be the ability of the department to get through to the small businessman. While it offers free or inexpensive official encouragement, it infuses in clients e need to face up to commercial realities.

The division's head is Peter Carmichael, a former managing director of Hewlett Packard in Scotland, who has kept on his interest in promoting electronics within the Scottish Development Agency along with his small business responsibilities.

For the second year running, the SDA has doubled or nearly doubled the amount of money inferred to companies. In the financial year just ended the small business division will have offered some for compared

THE SMALL business division of the Scottish Development Agency appears to be bringing out the entrepreneural skills of the Scot.

A few years ago the common complaint in the agency was that although there was lots of money about in terms of loans and government assistance for new industry, the queue of people coming forward with ideas for business start-ups was woefully short.

Today the agency's small business division is close to being overloaded with work which involves making about the proper selling of the scott and the people companies of the Agency in providing the right package of advisory services has to a great extent given private sector finance greater confidence in coming np with cash loans or overdrafts.

For every pound of SDA money invested there is shout fits year ended March were up from 1,800 at 4,000 and now average 400 a month.

Accounting difficulties take up most of the advisory time and work in this area has increased by one fifth in the past year.

A marketing service belps company would find its debt servicing burden excessively high through further loans.

The success of the Agency in providing the right package of advisory services has to a great extent given private sector finance greater confidence in coming np with cash loans or overdrafts.

For every pound of SDA money invested there is shout fits per ended March were up from 1,800 at 4,000 and now average 400 a month.

Accounting difficulties take up most of the advisory time and work in this area has increased by one fifth in the past year.

A marketing service belps company would find its debt servicing burden excessively high through further loans.

The bulk of loans are in the following the right package of advisory services has to a great extent given private sector finance greater confidence in coming np with cash loans or overdrafts.

For every pound of SDA money invested there is shout fit in the past year has increased by one fifth in the past year.

A marketing service belps company would find its debt servicing burden

which involves making about panies draw up a marketing at the panies draw

In effect by pooling resources with local self-help schemes, Peter Carmichael has been able reter Carmichael has been alied to prevent too much bureaucracy and discouraging delays creeping into the administration of his division. The Agency has long since done eway with committee meetings to discuss loans and assistance giving regional managers responsibili-ties to bandle assistance worth

up to £10,000. With the thrust of the small business division of the Agency at companies with under 100 employees the emphasis is not on job creation.

"I don't feel I'm under pressure to create jobs but to create wealth—the jobs will fol-low that," says Mr Carmicheel. Mark Meredith

determination not to become one of those large faceless



RNATIVE

Change a bank that's too big for its boots for one that fits yours nicely.

Try us for size, says Bill Wagstaff. We're the smallest of the five main High Street banks, and

organizations totally remote from the customers they're supposed

In our branches this size factor makes for an exceptionally we believe in keeping our branches to a manageable size, too. This results in a number of special advantages which reinforce our essence of Williams & Glyn's unique appeal to its customers. Management and staff have time to treat their customers as individuals with individual needs. And this applies to all customers, big or small, business or personal. And there's the additional advantage to business customers that our managers believe in visiting them on their own ground to make sure they

have a really thorough appreciation of each particular business and the kind of financial problems and opportunities that can be anticipated. We almost certainly spend more management

time with our business customers than the other dearing banks. And the time spent is that much more valuable too, because the tightly-knit way we're structured means that our managers have ready access to all our top banking specialists, who are always ready to attend meetings, give on-the-spot advice, and when necessary make on-the-spot decisions. It all adds up to a whole different approach

to businesses and their problems - a special relationship that stems primarily from our managers' unique understanding of the many diverse financial situations that can occur in the running of a modern manufacturing or service enterprise; an understanding they've learned and earned by going out and acquiring direct, firsthand knowledge and experience.

It could be just the special relationship

your business is looking for.' If you run your own business you'll find this

booklet interesting. It's called A Topical Look at Small Businesses and it's produced by our Business Information Service. It's designed to provide small business proprietors with ideas on how to become more efficient, maximise profits and reduce tax liabilities, and includes useful information about Government schemes, enterprise zones, counselling organizations and special bank facilities, together with general advice on the day-to-FOR A FREE COPY CALL IN AT ANY WILLIAMS AND GLYN'S BRANCH, OR SIMPLY POST THE FREEPOST COLUMN BY PAIN



NO STAMP REQUIRED Post to Williams & Glyn's Bank pl FREEPOST LONDON SEI 78R. Please send me your free bookle! A Topical Look at Small Business	
NAME	
TITLE	
COMPANY	
ADDRESS	
Tel. No.	BS184

Raymond Snoddy on the British Technology Group Support likely to increase

Bank PLC

of the British Technology Group
for two years.

But after years spent dealing
with the often intractable problems of andustries be
enjoyed the experience of helping small innovative companies
in modern industries so much
that he decided to stay and
run the BTG division.

Although the Government has

the group's support for small companies is likely to expand and be an important part of the BTG's future role.

Formal applications for loans Formal applications for loans under the various BTG schemes accompanied by business plans are now running at 10 a week and a total of 353 were received in the year to March 1983. In the year, 43 investments were approved involving £1,75m and three companies falled costing BTG £125,000. The total BTG investment in small companies has been £3.5m in 64 companies.

has been £3.5m in 64 companies. "We have never had to turn away an investment we wanted to make because we didn't have the funds to do it," Mr James

MR DAVID JAMES, a chartered accountant on the corporate advice staff of Barclays Merchant Bank, was only seconded to the small companies division of the British Technology Group of the Small Company Immovation Fund A further scheme tender which the BTG small companies of the BTG and the BTG small companies of the BTG division.

Oakwood Ican Finance, which of England but Mr James says of England to Expanded dinto a national scheme.

A further scheme tender which the BTG small companies of the B

Innovative

But the agreement also gives owners the right to buy out the option. The Small Company Innovation Fund provides finance for innovative companies throughout the UK finance for innovative companies throughout the UK up plasma etching machines to to a maximum of £60,000. In contrast to the standardised fine which produces sound designs packages which might involve more than one type of finance. Most packages will involve BTG taking an equity stake.

Technology, which produces to produce microchips; to Concerning which produces sound mixing systems for recording studies.

Most of the BTG's involvements, Mr James said, are in modern industries but they have included loans for a five stake.

Last month the BTG got company and together with English Industrial Estates to offer a joint package of finance and factory accommodified for a company of Great Included loan company and seaside rock.

The company of Great Included loan company and seaside rock.

to clear the tax lawyers than expected but Mr James believes it will be launched later this

The customers of BTG's small The customers of BTG's small companies division range from Floranova, which specialists in plant biotechnology; Plasma Technology, which produces plasma etching machines to produce microchips; to Concerning which produces sound mixing systems for recording

included loans for a furniture company and a producer of

to make because we didn't have the funds to do it," Mr James said.

The BTG bring together The new package, called under one roof in its new beadquarters two main schemes—

Together with English Industrial seaside rock.

Estates to offer a joint package
of finance and factory accommosof Great Yarmouth, made special BTG lollies for the dation for the first time.

The new package, called official opening of BTG's new headquarters last month.

Rivalry for the MP's ear

"THE APPARENT indifference. THE APPARENT indifference. Inevitably there has been the Loan Guarantee Scheme every six weeks when Parlia and certainly the ignorance, of intense, if not bitter rivalry which it did more than most to ment is in session. successive governments about between groups, many of which see the need to spend time proposed in the fault of small businessmen themselves who, in spite of their numbers have been extremely ineffective as a pressure group."

Intense, if not bitter rivalry which it did more than most to between groups, many of which promote—but it was disappointed that the £75,000 limit on the issues put to them and the tabulated results are sent to Westminster MPs and Euro MPs. Mr Stan Mendbam, the chief executive, argues that this fault of small businessmen themselves who, in spite of their numbers have been extremely ineffective as a pressure group." Bolton Committee Report 1971. Anybody rewriting the Bolton Report today until certainly

Report today would certainly bave to modify this statement, if not completly refute it.

For while there are now at least 11 organisations in the UK claiming to represent small companies—a proliferation, some would argue, which from time to time hinders the presentation to government of a united front—some of them bave recently developed a remarkably strong political voice.

None, to be sure, has established the sort of cosy "beer and sandwiches" relationship once enjoyed by the trade nnions with the former Labour prime minister Harold Wilson. claiming to represent small com-

minister Harold Wilson. But it is not uncommon at Westminster cocktail parties these days to witness Ministers listening attentively in a corner as individual small business proprietors or their represent-atives pour out their latest

Lobbying

It would probably be impos-ible—and it would certainly be invidious—to apportion credit for specific small business con-cessions in recent Budgets but and persistent lobbying of representative bodies made easier it has to be said by an increasingly sympathetic ndustry Department — has shaped if not inspired a number of important government measures in the last couple of

Having sold this the UK small firm representative organisa-tions are a mixed bunch. Their members—as a breed perhaps not always naturally gregarious — are encouraged to group together for a variety of reasons. These include a simple desire to discuss problems with like minded souls, the need for straightforward business information, an eagerness to fight for a better economic and financial climate, and the opportunity to participale in some sort of collective insurance

arrangements. Potential recruits should therefore be clear in advance that their personal objectives match the preoccupations of the group they are proposing to

Rumours of financial hardship continue to buzz round one or two organisations-not surprising perhaps at a time when members are going out of husi-ness—and the presence of strong personalities at the beim has led recently to some choppy

come from the Union of ident Companies (UIC). which in a receot Newsletter launched a stinging attack on the Confederation of British Industry (CBI).

Incensed that the CBI should have shot down publicly the proposal that a certain amount public sector - contracts should be reserved for smaller firms, the UIC explained its decision thus: " (The CBI) may fell obliged to take this line in deference to the nationalised industries and the big companies which provide the largest part of its income—it is not unusual for the pipers to call the tune. But what gall to say this when it claims to apeak for small businesses."

The CBI, which strongly rejected the criticism, points out that nearly 60 per cent of its 300,000 member companies employ fewer than 200 people and that approximately one quarter bave less than 50

at government level and in Europe and points out that the emphasis of its representations are towards a healthy and expanding economy in which firms, whatever their size, can

operate profitably. teous:
One of the main objectives ment.
of the CBI's Smaller Firms Main Council is to ensure that problems particularly affecting small companies are taken into account

The UIC, meanwhile is a small but dedicated outfit primarily concerned with influenc-ing MPs. It is organised along constituency lines. Formed ironically as a break away from the CBL, it is proud of having only 200 member companies because, says its national repre-sentative Barry Baldwin, all of them are "activists."

Membership, incidentally, is restricted to manufacturing employing more than 20 people.

widely depending on location but while their members include small, medium and large sized businesses many of those affiliated to the Association of British Chambers of Commerce are making greater efforts to appeal to the small end.

The Association, which bas a much smaller staff than the CBI, effectively acts as a national and international voice." Services include a wide range of day to day busi-ness information and advice, courses covering management skills, employment law etc, and help for exporters.

Chambers are involved with chambers are involved with the operation of around 40 local enterprise agencies and innova-tion centres helping firms to start up and grow. The ABCC recently set up a Small Firms Panel so that the view of members on government policy could be passed on to the Department of Industry.

Pressure groups

Founded in 1968 the Associa-tion of Independent Businesses (AIB) is one of the older pressure groups. It claims more than 30,000 members, a large proportion of which come through affiliations with trade

unarter bave less than 50
mployees.

The CBI boasts of its contacts t government level and in curope and points out that the mpbasis of its representations mbasis of its representations that it has been in the past the rection of the contact of t AIB prides itself on what a cabinet minister described as effective, reasoned and courteous representations to Govern-

> Main preoccupations include the surfeit of legislation—AIB described the statute book as "a spaghetti junction of employment and company law"—and special policy committees sit to consider taxation, business law. industrial relations, the national economy and the EEC.

The AIB is also keen to stress that it is non-political and achieved quite a coup in getting Lord Lever of Manchester, the independent-minded Labour peer, to become its president

The Forum of Private Business—set up in October 1977—claims 8,000 members, most of businesses with most companies which are very small. One of employing more than 20 people, its main activities is to send The UIC is a keen supporter of members its "Referendum"

MPs. Mr Stan Mendham, the chief executive, argues that this makes the Forum the most democratic of the lobby groups. The National Federation of Self Employed and Small Businesses, however, is probably the best known voice for the very small man.

the very small man.

It has 350 branches and 50,000 members throughout Great Britain and Northern Ireland. The federation is highly political and is a strong champion of small business people in the face of inquiries from Customs and Excise and the Inland Revenue.

The burden of form-filling is

The burden of form-filling is another favourite hobby horse. As the federation observed, "the underlying theme of all our campaigning is Get the Government off our backs' and let us use our enterprise in a free economy to create wealth and jobs."

In 1980 the federation started a legal fees insurance scheme which provides cover against industrial tribunal compensation awards, VAT tribunals,

The Alliance of Small Firms ses and Self. Employed People ler (ASP) also represents the small end of the spectrum. It also runs an insurance scheme, has published booklets for those starting up and offers advice to members on employment, re dundancy, dismissal procedures and other matters affected by government legislation. Its chairman is Teresa Gor-

man, a biologist and manufac-turer of biological teaching The Institute of Directors represents individuals, not firms, It bas 30,000 members from companies big and small but its Director General Walter Goldsmith is a small business en-

thusiast and keen government supporter. The National Chamber of Trade is the voice of more than 200,000 members who belong to its hundreds of affiliated local chambers and national trade associations as well as indivi-dual subscribers serviced direct. This group is atrongest among retailers. The National Association of Shopkeepers speaks for the small shopkeeper and is

strongest in the Midlands. The Small Business Bureau is the Conservative Party's own London EC4 Tel: 01-583 9305

Tim Dickson

First XI for the small firms

ADDRESSES The Alliance of Small Firms and Self Employed People Ltd 42 Vine Road East Molesey Surrey KTS 9LF

The Association of British Chambers of Commerce Sovereign House 212a Shaftesbury Avenue London WC2H 8EW Tel: 01-240 5831

ssociation of Independent Businesses Trowbray House 108 Weston Street London SEI 30B Tel: 01-403 4066

Confederation of British Industry Centre Point 103 New Oxford Street London WCIA 1DU Tel: 61:379 7400

The Forum of Private Ruskin Rooms Drury Line Knutsford Cheshice WA16 0ED Tel: 0565 4468

Institute of Directors 116 Pall Mall London SWIY SED Tel: 01-839 1233

The National Chamber of Trade Enterprise House Henley-on Thames Oxon RG9 ITU

Tel: 049-12-6161 National Federation of Self Employed & Small Bush 32 St Annes Road West Lytham St Annes

Lancs FY8 1NY Tel: 0253-720911 National Association of Shopkeepers Lynch House

91 Mansfield Road Nottingham NG1 3FN Tel: 0620 45048 The Small Business Bureau 32 Smith Square London SW1P 3HH

Tel: 01-222 9000 Union of Independent Companies 71 Fleet Street

Aid for exporters

COMPANIES' EXPORT MARagers can often be heard complaining that oversess rivals enjoy greater government and banking support for breaking into new markets.

Yet it is also true that UK

unaware of the range of aids they can call upon. Indeed, it might be more justly argued, not that the British Government does not do enough, but that there is a confusing

proliferation of services.

For example, the Biltish
Standards Institution sadly
noted in its last annual report that demand for its Technical Help to Exporters service had been lower than expected at a time when industry appeared to need the service

THE collects information about the sometimes formidabout the sometimes formulable arsenals of technical standards and regulations that ether countries deploy against imported goods.

These regulations can be among the greatest disincentimes for small communications.

tives for small companies hoping to take a successful domestic product overseas, and in some cases are effec-tively non-tariff barriers to The chief source of govern

ment advice and financial support is the British Over-seas Trade Board, whose new chairman is Lord Jellicoe, a former chairman of Tate and Lyle and active member of the London Chamber of Commerce and Industry.

Lord Jellicoe has promised

to see that information collected by the Department of Trade and by commercial attaches in Britain's embassics is better organised.

The BOTB runs an export intelligence service which notifies subscribers (at 35p r notice) of calls for tender, forthcoming projects, in-quiries for goods and services and other opportunities identified by the overseas dinlomats. Grants are available for

market research overseas, market research overseas, ne-cluding up to a third of the cost of employing profes-sional consultants and of buy-ing already published material. Companies can also claim half the cost of travel and subsistence abroad when conduct their own

The Government, however, has recently excluded EEC countries from this and other BOTB services, a decision taken in order to trim publie expenditure, and con-demned as short-sighted by many regular BOTB cus-

Similar grants are given for Similar grants are given for the costs of mounting trade missions abroad under the sponsorship of trade as ociations and chambers of commerce. Missions of this kind are often the best way for a small company with limited resources to get a feel for a prospective market and make initial sales contacts.

There are also discounts for first-time exhibitors who join other companies to take space in the numerous overseas

in the numerous overseas trade fairs.

The BOTB has eight separate branches at its Lendon headquarters which study geographical regions; small firms may however do just as well by taking advice from one of the hig regional chambers of commerce where they can be put in touch with established exporters.

Another under-used government service is the market

ment service is the market entry guarantee scheme, designed to help small and medium-sized companies, and also administered through the BOTB. This is essentially a low-cost loan, charged at 3 per cent to meet half the costs of certain overheads incurre in setting up a new yenture

Levy on sales

The Department takes a levy on sales receipts to recover its costs eventually, assuming that the venture is successful. If it is not the Department hears the loss.

Among the costs eligible are overseas office space, salaries, training, travel, sales promotion, warehousing and commercial and legal charges. To qualify, the company must be spending at least £40,000 and up to £300,000: That is, the Department will provide a minimum of £20,000 and a maximum of £150.000

The risks of exporting can be insured through the Export Credits Guarantee Department, 2 government agency run on commercial lines. Its insurance policiesthe bulk of them are shortterm for repetitive business abroad—cover the company not only against the buyer's own default, but also non paymt due to political or financial crises in the buyer's

The ECGD also gives guarantees to banks which will enable the exporter to raise

Buyer credit guarantees underwrite bank loans to overseas customers so that they can purchase the British exporter's goods. Overseas investment can also be insured against the risk of war or, for example, national isation of assets.

Chambers of Commerce can be an invaluable guide to first-time small exporters, especially the big London Chamber and those of Birm-ingham, Liverpool and Man-chester. The London chamber has a large international department, organised by geographical regions, and a host of "country committees" composed of people with long experience

[abi

and a second

en 1

lad excit.

FM garage

iranian ex

ta ' ...

er of ...

Convent

Special ...

ge re

Hirth.

Finish a

Fa. 5 5

Barret .

A. C.

digas :

Et :-

Basque

Kohi lot

feece U.S. a arter to c

French : About a think

waita.

rastle to Ear Attacke

Fro West (Sowet deploy him teed to for Six-and ... for Front ...

Whitlan

Briefly.

Andreas In the second s

markets.
It is also a meeting place for husiness contacts, visit-ing ministers and London ambassadors, with a large pro-gramme of missions and emlnars.

Trade associations provide similar services, but many of them are insufficiently them are insufficiently funded to fulfil the task ade

Another private section source of belp is through export houses, who are devel-oping their own services for small businesses.

For historical reasons they are particularly strong in the Commonwealth countries and the newly independent African states. Export houses African states. Export houses act as agents, merchants, managers and will take the financial risks, especially on capital goods projects.

Because of debt crises and falling oil revenues in many traditional UK export markets.

like Nigeria and the Gulf, some are taking a closer interest in the European scene. For example, one export manager, Cafrey, Saunders, has recently intro duced to Europe the products of a firm specialising in security alarms and of another making coated papers for facsimile transmission.

It is also planning to preduce a catalogue of computer accessories to sell into the emerging W. European retail market for home and business microcomputers. The British Export Houses Association in London represents 200 houses and publishes a directory for manufacturers listing their activities and the products they specialise in.

Christian Tyler

In business, reliability and cost

efficiency go hand-in-hand with profitability.

That's why every Mercedes van is designed and built with your business in mind. They're engineered for greater reliability, good fuel consumption and

lower repair costs. From one tonne nominal payload right up to three and a half tonnes. With a wide variety of roof heights and body lengths, with load spaces 247 to 565 cubic feet. And nineteen different chassis

cabs. The variations are endless. There's a range of power units using both petrol and diesel. And all with five speed gearbox for greater flexibility and economy.

With such a wide range of specifications we can virtually create the perfect van for your individual transport needs. And Mercedes unique support services are designed to ensure you get the best from your van every single day of its working life.

In fact one of our customers found

they could run their distribution operation more efficiently and economically with fewer Mercedes vans than his previous fleet. Give us a call and find out how

> Mercedes transport know-how can work for you. Phone Mercedes-Benz (United Kingdom) Limited, London 01-561 5252 or Wakefield (0924) 254111.

Mercedes-Benz

Meticulous engineering doesn't cost you. It pays you.

